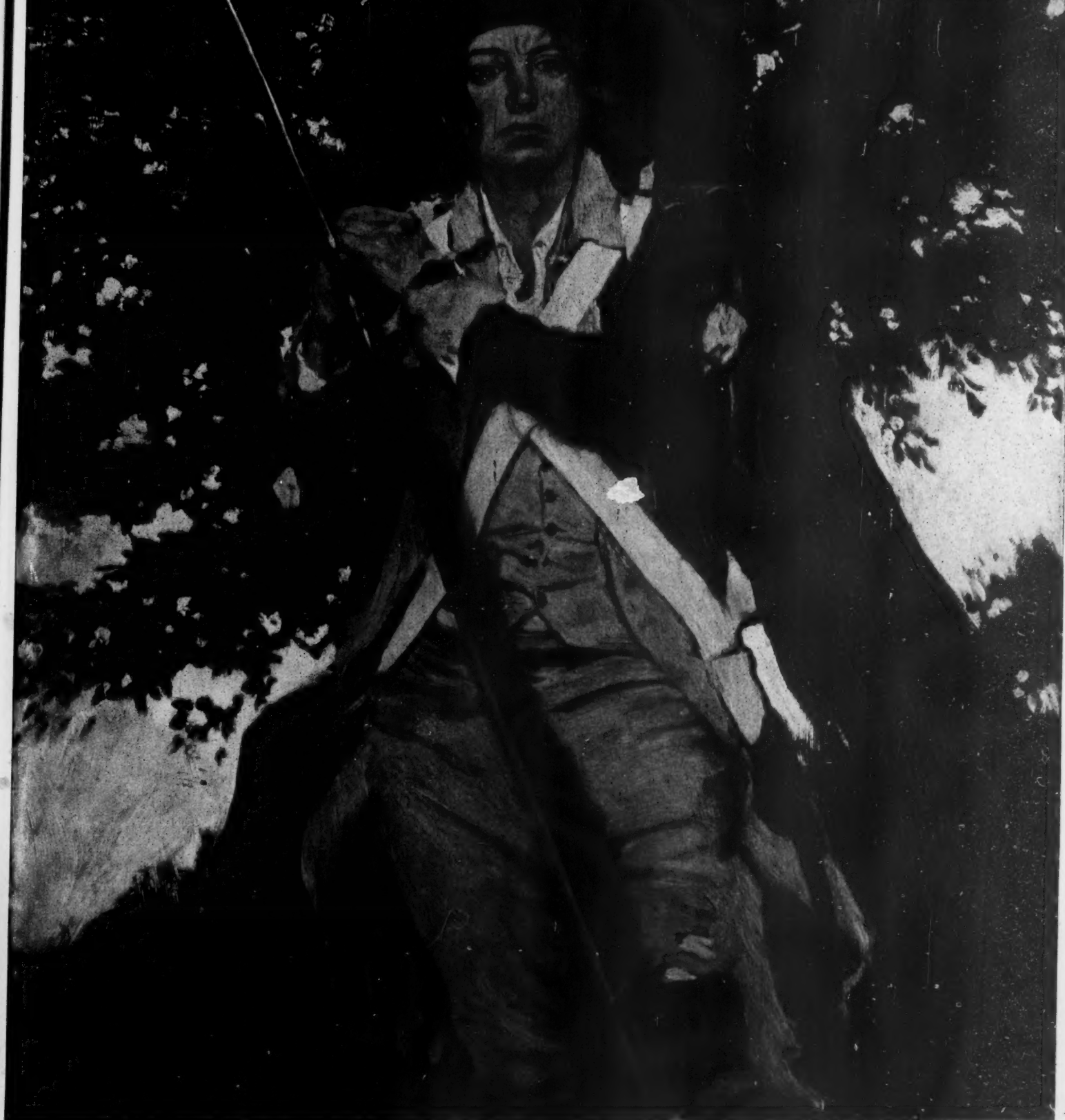


In this Number, "THE PUZZLER," a Story by Rudyard Kipling

# Collier's

## THE NATIONAL WEEKLY



VOL XXXVI NO 21  
FEBRUARY 17 1906

14 F '06

"THE MINUTE-MAN!"

DRAWN BY HOWARD PYLE

LIBRARY OF THE

STATE AGRICULTURAL COLLEGE

FORT COLLINS, COLO.

PRICE

10 CENTS

# THE PRUDENTIAL

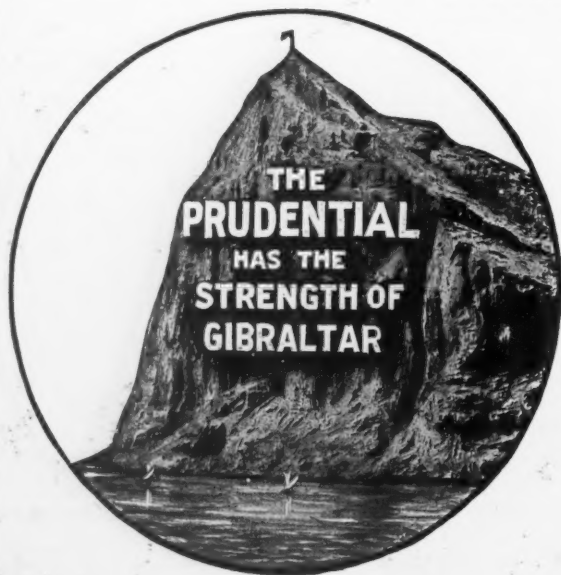
Advances in Security and Public Confidence

THIRTIETH ANNUAL STATEMENT, JANUARY 1, 1906, shows

ASSETS, over	- - - - -	-	107 Million Dollars
LIABILITIES (including Reserve \$88,000,000)	- - - - -	-	91 Million Dollars
SURPLUS, over	- - - - -	-	16 Million Dollars
INCREASE IN ASSETS, over	- - - - -	-	18 Million Dollars
PAID POLICYHOLDERS DURING 1905, over	- - - - -	-	14 Million Dollars
TOTAL PAYMENTS TO POLICYHOLDERS to Dec. 31, 1905, over	- - - - -	-	107 Million Dollars
CASH DIVIDENDS and Other Concessions not Stipulated in Original Contracts and Voluntarily Given to Holders of Old Policies to Date, over	- - - - -	-	6 Million Dollars
NUMBER OF POLICIES IN FORCE, nearly	- - - - -	-	6 1-2 Million
INCREASE IN NUMBER OF POLICIES IN FORCE, over	- - - - -	-	1-2 Million
NET INCREASE IN INSURANCE IN FORCE, over	- - - - -	-	113 Million Dollars

Bringing Total Amount of Insurance in Force to over

## One Billion, One Hundred and Seventy Million Dollars



Economical Administration.

Lower Expense Rate than Ever Before.

Careful Selection of Risks.

Favorable Mortality Experience.

Dividends Paid to Policyholders during 1905 over  
**ONE MILLION DOLLARS**

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

Incorporated as a Stock Company by the State of New Jersey

JOHN F. DRYDEN, President

Write for information of Policies, Dept. Y

Home Office, Newark, N. J.



# THE TREASON OF THE SENATE



## "THE TREASON OF THE SENATE"

By David Graham Phillips

The following—Mr. Phillips' own words—strike the key-note to this remarkable series of articles:

"The Treason of the Senate! Treason is a strong word, but not too strong, rather too weak, to characterize the situation in which the Senate is the eager, resourceful, indefatigable agent of interests as hostile to the American people as any invading army could be, and vastly more dangerous; interests that manipulate the prosperity produced by all, so that it heaps up riches for the few—interests whose growth and power can only mean the degradation of the people, of the educated into sycophants, of the masses toward serfdom.

"The Senate, that is, the Senators as Senators, are false to their oaths, false to the people; they are faithful, with the assiduous fidelity of the pocket-interest, to those who elected them—and they are not elected by the people; they are elected by the 'interests.'"

The above is an extract from Mr. Phillips' brilliant but truthful exposure, beginning in the March

## COSMOPOLITAN MAGAZINE

Ten cents a copy. \$1 a year.

At all news-stands, or direct from the COSMOPOLITAN MAGAZINE, 1789 Broadway, New York

## 25,000,000 TEETH



Sacrificed annually in spite of the use of all the old-time tooth powders, pastes, washes and dentifrices and all the claims made for them.

Nevertheless decay of the teeth is preventable.

## CALOX

The Oxygen Tooth Powder

A new idea in dentifrices. It generates oxygen which preserves the teeth by freeing the mouth from the germs that cause decay. It neutralizes acids, whitens the teeth and keeps the mouth clean and healthy.

A sample sufficient for several days' trial, sent free to every applicant.

Of all druggists or sent prepaid on receipt of 25 cents. MCKESSON & ROBBINS, Dept. E, 93 Fulton Street, N. Y.

## "Where Fortunes Are Made"

is a free book about Atlantic City

It tells all about the wonderful growth of the Queen City of the Coast—Atlantic City and its new suburb—Pleasantville Terrace. It tells how Atlantic's Suburbs are growing into fortunes; how land values have increased several hundredfold during the past few years.

This book contains a lot of valuable information that will be particularly interesting to those who are looking for a safe and profitable investment for their savings. If you can invest only a small portion of your income—

Only \$4. or \$5. a Month

you should get a copy at once.

It will show you how to lay the foundation on which most of the great fortunes have been built—the Astor, Gould, Vanderbilt, and Stephen Girard fortunes were made in just this way.

Write for a copy to-day—a postal saying, "Send Free Book about Atlantic City," will do.

Do it now before you forget it.

ATLANTIC CITY ESTATE COMPANY

VICTOR J. HUNRECHT, President  
1005 Drexel Building, Philadelphia

## 7.65 BUYS THIS WONDERFUL MACHINE

FIVE-DRAWER DROP HEAD, SOLID OAK CABINET, HIGH ARD. HIGH GRADE, GENUINE MINNESOTA SEWING MACHINE (exactly as illustrated), FOR ONLY \$7.65.

6 CHAIRS FREE. We will send you these six large, full size, beautiful hard wood, carved and embossed, extra strong cane seated DINING ROOM CHAIRS, FREE OF ANY COST TO YOU. SEE OUR WONDERFULLY LIBERAL CONDITIONS.

OUR OFFER. Cut this advertisement out and send to us, or on a postal card or in a letter to us simply say, "Send me your Sewing Machine Offer," and you will receive by return mail postpaid, FREE, our latest, new, big Special Sewing Machine Catalogue in colors, OUR GREAT \$7.65 SEWING MACHINE OFFER, all our other sewing machine offers, our three months free trial plan, our pay after received proposition, our great try in your own home plan. We will also send you OUR SIX CHAIRS FREE OFFER, an offer by which any one can get from us SIX BIG CANE SEATED CHAIRS FREE. CUT THIS AD. OUT and send to us or on a postal or in a letter to us simply say, "Send me your new Sewing Machine Offer," and set all we will send you free in one package by mail.

postpaid. Write today, sure. Address, SEARS, ROEBUCK & CO., Chicago



THREE MONTHS FREE TRIAL. PAY AFTER RECEIVED

## EXTINGUISHERS

We want men who are now selling Fire Extinguishers or who wish to take up this class of work, to write us for our splendid proposition. As the result of only four weeks work, one of our agents made \$240, another made \$270, still another \$220. Nevermore Fire Extinguisher Co., Middletown, N. Y.

## MUSIC LESSONS

Send for our FREE booklet, it is yours. It tells how to learn to play any instrument. Piano, Organ, Violin, Guitar, Mandolin, etc. Write American School of Music, 301 Manhattan Bldg., Chicago, Ill.

## Try It at My Expense —Not Yours

IF YOU are not a reader of MUNSEY'S MAGAZINE I want you to become one. I want you to know what it is like, and to know at my expense, if the magazine does not suit you. If it does suit you, and the price is right, you will naturally wish to pay for it. There isn't much in the theory of getting something for nothing. MUNSEY'S Magazine is worth your knowing. It was MUNSEY'S Magazine that led off a dozen years ago in the low price for magazines—ten cents a copy and one dollar by the year. It was the fight we had with a giant News Company monopoly that made MUNSEY'S Magazine possible, and that blazed the way for all other publishers whose magazines are issued at the price of MUNSEY'S. But this is too big and too graphic a story to be told in this advertisement.

## Munsey's Magazine

has the biggest circulation of any standard magazine in the world—much the biggest. And it has made it and held it solely on its merits. In a dozen years we have not spent a dozen cents in advertising. We have no agents in the field—not an agent anywhere—we have given no premiums, have clubbed with no other publications, and have offered no inducements of any kind whatsoever. We have made a magazine for the people, giving them what they want, and giving it to them at a right price—that's all. And the people have bought it because they like it and because they could buy it at a right price. Our object in advertising now is to reach a few hundred thousand new readers—people who are not now taking MUNSEY'S MAGAZINE.

## A Ten Thousand Dollar Magazine For Ten Cents

Though there are a good many three dollar and four dollar magazines in America, there is none better than MUNSEY'S, whatever the price—not one. There is no higher grade magazine, there is none better printed or printed on better paper, and there is none better or more carefully edited—none better written, and few, if any, so interesting. It costs in round numbers about ten thousand dollars a number to go to press on MUNSEY'S MAGAZINE. That is to say, if only one copy were printed it would cost ten thousand dollars, but spreading this cost over our entire edition of 750,000 copies, the amount gets down very thin on each individual copy.

When I first made this price, a dozen years ago, everybody said it was impossible—said we couldn't live—said we were bound to fail. We did live, however, and today are publishing a thousand tons of magazines a month, which is fifty car loads. This is more than three times as many magazines as were issued by all the publishers combined of the entire country when I came into the business.

It is because I am so sure of the merits of MUNSEY'S MAGAZINE, and so sure it will please you, that I am now offering to send it to you without any money in advance, and without any money at all if it does not please you. I can afford to take this chance, which, as I see it, is a very small chance, because I believe thoroughly in the rugged honesty of the people. The percentage of dishonesty among the citizens of America is far too small for consideration in a business proposition of this kind.

There is no trick in this offer—no hidden scheme of any kind whatever. It is a simple, straightforward, business proposition which will cost you nothing unless you wish it to.

## The All-Story Magazine Also Free

I will not only send you MUNSEY'S MAGAZINE, as stated above, but will send you three months free, in addition, THE ALL-STORY MAGAZINE, which is another of our publications. I add this other magazine for two reasons. First, that you may have the choice of two magazines, and second with the thought that you may want both.

If this proposition interests you, and I hardly see how it could be made more to your interest, kindly fill out the coupon in this advertisement and mail it to me, and you will get the magazines as stated herein.

FRANK A. MUNSEY, New York

33

You may enter my name for one year's subscription to Munsey's Magazine, for which I agree to pay you one dollar (\$1.00) at the end of three months, providing I find the magazine to be what I want.

In the event that I do not care for the magazine, I will so notify you at the end of the three months, in which case I shall owe you nothing.

It is further agreed that in connection with this subscription you are to send me The All-Story Magazine free for three months, and that I am to have the option of changing my subscription, if I so desire, from Munsey's Magazine to The All-Story Magazine for the balance of the year.

Name \_\_\_\_\_  
City \_\_\_\_\_  
Date \_\_\_\_\_ 1906. State \_\_\_\_\_

FRANK A. MUNSEY, 175 Fifth Av., NEW YORK

## Are Your Legs Straight?



Our Pneumatic or Cushion Rubber Forms attached to the legs easily and quickly as a garter, fill the hollows and make a leg of perfect shape. Cannot be detected; easy as any garment, impart a style, grace and comfort impossible otherwise. Two years introduced and worn in every country. Our testimonials and references will convince you. Write for beautiful photo-illustrated book mailed sealed free. THE ALBION CO., Dept. T, Buffalo, N. Y.

## Near-Brussels Art-Rugs, \$3.25

Sent to your home by Express Prepaid

Beautiful and attractive patterns, choice colorings. Worn in one piece. Both sides can be used; more durable than high-priced carpets. Sold to you direct at one profit. Money refunded if not satisfactory. New Catalogue showing goods in actual offers sent free. ORIENTAL IMPORTING CO., 667B Bourse, Philadelphia, Pa.

# CRYSTAL Domino SUGAR



A  
Triumph  
in  
Sugar  
Making!

**Sold only in 5 lb. sealed boxes!**

IMAGINATION COULD NOT CONCEIVE OF A HANDIER AND PRETTIER FORM THAN IS PRESENTED IN "CRYSTAL DOMINO SUGAR."  
NEITHER COULD THE MOST PARTICULAR PEOPLE ASK FOR MORE PERFECT PURITY OR ECONOMICAL PEOPLE FOR LESS WASTE.

**HIGHEST GRADE IN THE WORLD. BEST SUGAR FOR TEA AND COFFEE.**

By grocers everywhere.

OPEN TO READERS  
of COLLIER'S  
FOR THREE WEEKS



SELECT ANY BOOK  
FROM THE  
LIST PRINTED BELOW

\$2.10

\$2.10

## The Best Combination of 1906

THE BIGGEST BOOK AND MAGAZINE OFFER

Make out a subscription order as printed below for The Metropolitan Magazine for one year and a Tabard Inn Library Membership and we will send you your own choice from the list below of any Tabard Inn Exchangeable Book. That is the Magazine for a year and a New Book for \$2.10. The regular subscription price of the Magazine is \$1.80.

### FORM of ORDER

THE TABARD INN LIBRARY

1611 Chestnut St., Philadelphia

Dear Sirs:—I enclose herewith \$2.10 for which you will enter my name for THE METROPOLITAN MAGAZINE for one year beginning with the..... number, and send me by mail prepaid a new copy of the following Book.....; the Book to be in a Tabard Inn Case and TO BE EXCHANGEABLE FOREVER at any Tabard Inn Library in the United States.

Name .....

Full Address .....

Make Your Book Selections from the Following List. All Late Books or New Editions

- |  |                                       |
|--|---------------------------------------|
| 1. The House of Mirth. Edith Wharton.    | 11. The Call of the Wild. London.     |
| 2. The Gambler. Mrs. Thurston.           | 12. The Hon. Peter Sterling. Ford.    |
| 3. Hearts and Masks. Herold MacGrath.    | 13. The Kindred of the Wild. Roberts. |
| 4. The Conquest of Canaan. Tarkington.   | 14. The Long Arm. S. M. Gardesheim.   |
| 5. Fair Margaret. F. Marion Crawford.    | 15. A Maker of History. Oppenheim.    |
| 6. The House of 1000 Candles. Nicholson. | 16. The Man on the Box. MacGrath.     |
| 7. The Wheel of Life. Ellen Glasgow.     | 17. The Prisoner of Zenda. Hope.      |
| 8. The Westerners. Stewart Edward White. | 18. Rupert of Hentzau. Hope.          |
| 9. In Old Bellaire. Mary Dillon.         | 19. The Virginian. Owen Wister.       |
| 10. The Ozar's Spy. Wm. LeQueux.         | 20. The Prospector. Ralph Connor.     |

NOTE.—THE METROPOLITAN MAGAZINE is taking front rank among the leading popular magazines of the country. No magazine offers a better list of contributors; none offers more beautiful illustrations; few, if any, offer articles of such wide popular interest. Look up any number on the news-stand and judge for yourself. The Magazine may be sent to a different address from your own if you wish.

Address: The Tabard Inn Library, 1611 Chestnut Street Philadelphia

### CUSTOM MADE CARRIAGES BUGGIES AND HARNESS



We sell direct to users at wholesale prices. By buying direct from us you save middlemen's profits, and get everything the latest, best and most durable. Our 1906 free catalogue tells about our no money with order plan, 2 years guaranty, freight offer and how we ship anywhere on approval and 30 DAYS FREE TRIAL. We make 160 styles of vehicles from \$23.50 up and 100 styles of harness from \$4.50 up. Don't buy vehicles or harness until you have heard from us. Write today for Free Money-Saving Catalogue.

U. S. BUGGY & CART CO.  
Station 731, Cincinnati, O.

### THIS MAN MAKES OVER \$25. WEEK



Mr. Warren Colby, of Russell, Ill., is making \$100 every month, taking orders for our line of men's Fine Made-to-Measure Clothing. We will appoint you our man in YOUR town if you write before some one gets ahead of you. No capital required. Experience unnecessary! A beautiful sample outfit, containing complete instructions, tape-line, etc., will be sent Free Upon Request. We will also send our interesting booklet, "Money for You." Don't let this excellent opportunity slip by. You can do the work in your spare time. Write Now, while your mind is on it.

Progress Tailoring Co., 195 N. Market Street, Chicago

# \$33 Pacific Coast



## From Chicago

daily February 15th to April 7th, to San Francisco, Los Angeles, Portland, Tacoma, Seattle, Victoria, Vancouver and other Pacific Coast points.

Correspondingly low rates from other points. Tickets good in tourist sleeping cars on

### THE LOS ANGELES LIMITED

Electric-lighted through fast train Chicago to Southern California every day in the year, via the Chicago & North-Western and Union Pacific R.Rs. and the newly opened

### SALT LAKE ROUTE

Arriving Los Angeles afternoon of the third day. All meals in dining cars a la carte.

### THE CHINA & JAPAN FAST MAIL

Daily through train to San Francisco, Los Angeles and Portland without change. All meals in dining cars a la carte.

### TOURIST CAR PARTIES

Daily and personally conducted from Chicago to San Francisco, Los Angeles and Portland without change. Double berth in these cars (accommodating two people) only \$7.00. Choice of routes. S. A. Hutchison, Manager 212 Clark St., Chicago, Ill. All Agents sell tickets via the

### Chicago, Union Pacific & North-Western Line

Illustrated booklets about California, Washington and Oregon, their climate and resources, with maps, train schedules and full information sent for 4 cents in stamps.

W. B. KNISKERN, Passgr. Tral. Mgr.,  
Chicago & North-Western Ry.,  
CHICAGO, ILL.

# Niagara Falls will be Destroyed

Unless those who care to do as President Roosevelt suggests assist promptly in a movement to restrain a few citizens of the United States and Canada who are now rapidly diverting the water for the production of commercial power.

## The American Civic Association

has succeeded in bringing the threatened desecration to the attention of the whole country. Its effort has awakened the United States Government. It has now in its hands the threads of a movement which will certainly save the Falls if they are worked into a solid cable by the necessary funds to twist them together.

President Roosevelt, a life member of the American Civic Association, has urged its officers to continue the work of awakening the country to the imminent danger to Niagara, and to thus sustain his action and that required of Congress.

Organization has been begun to ascertain the exact facts in respect to the Niagara grab, to present them to the whole country, and to propose such individual and united action as shall seal this great scenic glory forever from desecration.

The American Civic Association exists solely for the purpose of making and keeping America beautiful and clean for all its people. It can only continue its organized work as it is supported by those who believe that Niagara should be saved, and civic righteousness stimulated in all directions.

## This is an Appeal for Help

The international character of the Niagara-salvation campaign, opposed by entrenched corporate interests, entails large expenditures, which must increase if the work is to be continued and invigorated. Fifty dollars or more pays for a Life Membership, and two hundred Life Memberships received within four weeks would almost positively assure the success of the Niagara-salvation effort. Contributions of \$25 and \$10 and \$5 count up rapidly. Annual membership is but \$2, and the important Niagara and general literature of the Association, forming a constant stream of helpful experiences and suggestions, is sent to all members.

### AMERICAN CIVIC ASSOCIATION North American Building, Philadelphia

J. HORACE MCFARLAND, President  
GEORGE FOSTER PEABODY, Vice-Presidents  
FRANKLIN MACVEAGH,  
JAMES D. PHILAN,  
ROBERT C. OGDEN, Chairman Advisory Committee  
CLINTON ROGERS WOODRUFF, Secretary  
WILLIAM B. HOWLAND, Treasurer

I enclose ..... to help save Niagara Falls and to aid in the general work of the American Civic Association.

Name .....

Address .....

To American Civic Association, Philadelphia





"Saved  
20 Times  
Its Cost."

"I am writing this," says E. O. Partridge, Highlands, N. J., "by the light of one of your Angle Lamps. I would not think of using any other light. They are the lamps, every one who has seen mine is impressed with them. I have saved at least 90 times their cost in oil, burners, chimneys and 'cuss words.'"

The Angle Lamp is not an improvement on the old style lamp, but an entirely new principle of oil lighting which has made common kerosene (or coal oil) the most satisfactory of all lighting methods. Sifter and more reliable than gasoline, or acetylene, yet as convenient to operate as gas or electricity.

### The Angle Lamp

is lighted and extinguished like gas. May be turned high or low without odor. No smoke, no danger filling but once or twice a week. It floods a room with its beautiful, soft, mellow light that has no equal. Write for our catalog "19" and our proposition for a

**30 Days Free Trial.**

Write for our catalogue "19" listing 38 varieties of the Angle Lamp from \$1.80 up, now—before you forget it—before you turn this leaf—for it gives you the benefit of our ten years experience with all lighting methods.

The Angle Mfg. Co., 78-80 Murray St., New York

### Pony Rigs For Boys and Girls



This nobby Governor cart, one of the favorites in our famous Pony Pony Line, would give your little folks more pleasure than anything else you could buy for them. It is so strong, so roomy, so "comfy"—high quality through and through—made for durability as well as appearance. Let us tell you more about it and all the other up-to-date Pony Pony vehicles. Our Pony Farm is the best stocked in the West, and we make prompt shipments of pony rigs complete—pony, harness, cart and all the trimmings. We will send you our beautifully illustrated catalogue free. Address, Michigan Buggy Co., 42 Olive Bldg., Kalamazoo, Mich.



### Shorten Your Winter Recreate in the Tropics

#### June Weather in January

Go to Jamaica by one of the perfectly equipped "Admirals," the Twin Screw U. S. Mail Steamships of the

### United Fruit Company

They afford the most delightful salt water trip of the winter months. Within 24 hours after leaving, you are in the warm airs of the Gulf Stream. Hotel accommodations in Jamaica satisfy every desire.

Weekly Sailings from Boston and Philadelphia. Steamships "Brookline" and "Barnstable" weekly from Baltimore.

#### Round Trip, \$75 One Way, \$40

including meals and stateroom berth  
"A Happy Month in Jamaica" is a fascinating booklet we send on request. For this and complete information, write to one of these addresses.

DIVISION PASSENGER AGENT  
**UNITED FRUIT CO.**

Long Wharf, Boston  
5 N. Wharves, Philadelphia  
104 East Pratt St., Baltimore  
321 St. Charles St., New Orleans, or  
Raymond & Whitcomb Co.,  
Thos. Cook & Sons, or  
local tourist agent

# Collier's

## THE NATIONAL WEEKLY

P. F. Collier & Son, Publishers, New York, 416-424 W. 13th St.; London, 10 Norfolk St., Strand, W. C.; and The International News Co., 5 Breams Bldg., Chancery Lane, E. C. 3, Toronto, Yonge Street Arcade. Copyright 1905 by P. F. Collier & Son. Entered as second-class matter February 16, 1905, at the Post-Office at New York, New York, under the Act of March 3, 1879.

### Notice to Subscribers

Change of Address—Subscribers when ordering a change of address should give the old as well as the new address, and the ledger number on their wrapper. From two to three weeks must necessarily elapse before the change can be made, and before the first copy of COLLIER'S will reach any new subscriber.

VOLUME XXXVI NUMBER 21 10 CENTS PER COPY \$5.20 PER YEAR

NEW YORK SATURDAY FEBRUARY 17 1906

"The Minute-Man!"	Cover Design	Drawn by Howard Pyle	Page
"Niagara Be Dammed."		Cartoon by E. W. Kemble	9
Editorials			10-11
Photographs			12
What the World is Doing.	Illustrated with Photographs		13
At Ephesus.	Story.	Georgia Wood Pangborn	16
	Winner of the \$1000 prize in the Collier quarterly Short Story Contest		
	Illustrated by Walter Appleton Clark		
The Puzzler.	Story	Rudyard Kipling	19
	Illustrated by F. C. Yohn		
The Great American Fraud		Samuel Hopkins Adams	22
	VI. The Fundamental Fakes		
	Illustrated with Photographs and Drawings		
Who's Zoo In America.	Poem	Wallace Irwin	24
	II. Charles Warren Fairbanks.	Illustrated by E. W. Kemble	
The Impending Coal Strike		E. I. Lewis	28

### ONE THOUSAND DOLLARS FOR A SHORT STORY

Collier's offers one thousand dollars for the best short story received between December 1 and March 1. This premium will be awarded in addition to the price paid for the story, and all accepted stories will be paid for at the uniform rate of five cents a word, except in the case of authors who have an established and higher rate. These authors will receive their regular rate. A booklet giving full particulars of the contest will be mailed upon request. Address Fiction Department, Collier's, 416 West Thirteenth Street, New York.

## \$1.00 Cream Separator Offer

FOR \$19.50 WE SELL THE CELEBRATED DUNDEE SEPARATOR; FOR \$29.00 WE SELL THE FAMOUS AMERICAN CREAM SEPARATOR, WHICH HAS ALWAYS RETAILED AT \$75.00 TO \$100.00. READ OUR OFFER ON THE ECONOMY, THE BEST SEPARATOR IN THE WORLD.

**OUR ONE DOLLAR OFFER** Cut this advertisement out and send to us, enclose one dollar, state whether you wish a separator of 300, 400 or 500-pound capacity per hour, for all purposes, we by all means recommend the large 500-pound capacity size. We will send you our celebrated Economy Separator by freight C. O. D., subject to examination. Examine the separator at your nearest railroad station, and if you are satisfied it is in every way the best cream separator made, then pay the railroad agent our SPECIAL PRICE and freight charges, then take the separator home and give it 60 days' trial, during which time put it to every possible test, compare it with any other machine made, and if you do not find it runs easier, skims closer, skims colder milk, cleans easier, wears better, easier to operate, more simple, less possibility of getting out of order, in short, if you do not find it in every way the best cream separator made, you can return the separator at our expense, and we will immediately return your money, including any freight charges paid by you.

**OUR SPECIAL PRICE for the WONDERFUL ECONOMY SEPARATOR is \$33.95 for the 300-pound per hour capacity, \$39.95 for the 400-pound capacity size, and \$42.75 for the big 500-pound capacity size, the size which we especially recommend. DON'T DELAY; enclose \$1.00, say whether you want the \$33.95, \$39.95 or the \$42.75 size; Let us send the machine C. O. D., subject to examination, pay the balance to the railroad agent, then use it 60 days, and if you do not pronounce it by far the best cream separator made, regardless of name, make or price, return it to us and get your money back at once. IF YOU DON'T SEND \$1.00 for the Economy, be sure to write for our FREE Cream Separator Catalogues and wonderful offers. On a postal card or in a letter to us simply say: "Send me your Free Separator Offer," and you will receive free, by return mail, postpaid, our three Special Cream Separator Catalogues, large pictures of our \$19.00 Dundee, \$29.00 American and all our Economy Separators, illustrations, descriptions, testimonials, copies of many diplomas and medals, our \$1,000.00 quality challenge, our great guarantee free trial plan, pay after received terms and the most wonderfully liberal separator offers ever heard of. On a postal card or in a letter simply say: "Send me your Free Separator Offer," and get all we will send you free by return mail, postpaid.**

**WE WILL SEND YOU FREE THESE 6 BIG, CANE SEATED DINING ROOM CHAIRS** when all your orders to us have amounted to \$50.00, or, if you send orders to us, you can have your choice of hundreds of valuable articles, such as pianos, organs, huggies, rich pieces of furniture, etc. This wonderful offer will go to you free when you send for our Economy Separator or write for our free separator offers. **SEND ONE DOLLAR TODAY SURE** and let us send you an Economy Separator C. O. D., otherwise to say: "Send me your FREE CREAM SEPARATOR OFFERS" Address, **SEARS, ROEBUCK & CO., Chicago, Illinois**

## FREE

A handbook on Gas & Oil Engines, Freehand Drawing, Electric Wiring or any other of 30 practical subjects to every subscriber of THE TECHNICAL WORLD MAGAZINE before May 1st. Bound in cloth, 64 to 96 pages, 7x9 inches in size. The magazine is a standard monthly magazine along new lines, taking the possibilities of engineering and the romances of invention as a basis for stories that are more fascinating than fiction. Price \$1.00 per year. Send one dollar bill at our risk. If not satisfied money will be refunded and you may keep the magazine and the handbook for your trouble. **TECHNICAL WORLD MAGAZINE** 3325 Armour Ave. Chicago, Ill.

## RUGS

BIG 50 PAGE 1906 CATALOGUE FREE.

100 handsome colored plates of Teller's Good Carpets, Rugs (all sizes) and Portieres.

Showing goods in their actual colorings and more than 40 attractive new styles in Lace Cur- tains to select from in your home. FREIGHT PAID EVERYWHERE—Money refunded if we fail to please you. Note our money saving prices: Brussels carpets 50c a yard and up; All wool Extra Super carpets 60c; Fine Axminster carpets 80c; Linoleums 25c, yd. 40c; 9 by 12 All Wool Rugs \$7.50; 9 by 12 Brussels Rugs \$11.98 up; 9 by 12 Wilton Velvet Rugs \$19.95; Lace Curtains 50c a pair up.

Don't buy a yard of carpet, a rug or a pair of curtains until you see what we have to offer. Teller Carpet Co., 735 Grand Av., Des Moines, Ia.



## SELECT A PEN

Suitable for your handwriting from a sample card of 12 leading numbers for correspondence, sent postpaid on receipt of 6 cents in stamps.

**SPENCERIAN PEN CO.**

349 Broadway, New York



Make a

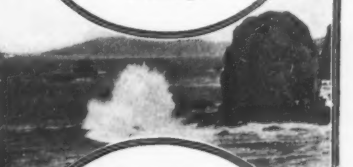
list of the most interesting places you ever heard of; imagine the grandest mountain, ocean and forest scenery in the world; picture miles upon miles of sweet peas, blossoms and roses; think of millions of orange trees laden with golden fruit and you have a mental kaleidoscope of the **COAST LINE AND SHASTA ROUTE** of the Southern Pacific Company extending through 1300 miles of grandeur—from Los Angeles to Portland, Oregon.



The **COAST LINE AND SHASTA ROUTE** of the Southern Pacific Company has been called the "Road of a Thousand Wonders" because of its endless attractions; because it has for its way-stations the places and wonders most renowned in Pacific Coast history. The missions of the old Spanish Padres; such resorts as Del Monte, Paso Robles, Hot Springs, Santa Barbara, El Pizmo Beach, San Jose, Santa Cruz, Byron Hot Springs, Shasta Springs, Sisson's Tavern and others—too many to mention.



It is the one way to see such marvels as the Cypress Forest and Bay of Monterey, Big Trees, Pyramids of the Santa Lucia Mountains, Morro Rock, Cayucos, Devil's Den, 17-mile Drive, Lick Observatory, Stanford University, Mt. Tamalpais, Castle Crags, Black Butte, Snow-capped Shasta, and Game Forests of Oregon, including en route Los Angeles, San Francisco, Sacramento and Portland, Oregon. It is really the only way to see California and Oregon to the best advantage.



Those who are interested in visiting the great Empire of the West should send for the beautifully illustrated book, mailed free by Chas. S. Fee, Passenger Traffic Manager, Southern Pacific Company, 919 Merchants Exchange, San Francisco, California. To get the true spirit of the West, to thrill with its energy, to be charmed by its lore, to be entranced by its pictures, read the **Sunset Magazine** of San Francisco. \$1.00 a year thus invested is next best to a trip to this land of perennial spring.

THERE is scarcely a happier interval than that between a good play and a good dinner. The memory of the one and the anticipation and satisfaction of the other suggest

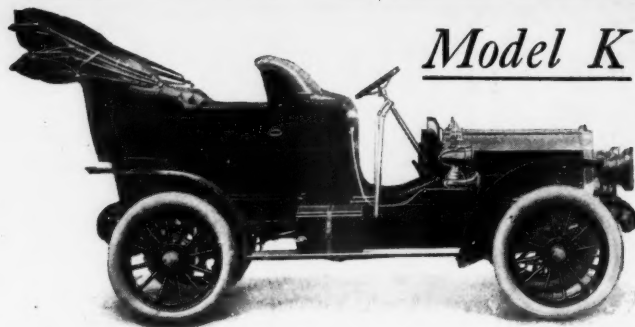
## MURAD CIGARETTES

to those who are most used to and most discriminating in fine smoking. Mild, rich, delicious and distinctive the Murad is the most fitting accompaniment of the most enjoyable occasions.

10 for 15 Cents

BY MAIL POSTPAID.—If you can't get Murad Cigarettes from your dealer, send 15c. for ten, 75c. for fifty, \$1.50 for one hundred

ALLAN RAMSAY  
111 Fifth Avenue, New York City



## WINTON Shooting-Oiler

"WORN out—for want of lubrication!" That's the verdict on 60 per cent. of "retired" Motor-Cars.

Because, Motorists don't yet understand the vast importance of uniform, and sufficient Lubrication.

They think Lubrication is a mere Facility—They think it just "makes the machine run smoother, and go better."

They don't realize that when they are not wearing out Lubricant at 6 cents a pound (50c a gallon), in running, they are wearing out friction surfaces—or Bearings—worth more than \$50.00 per pound.

But that's the situation in a nut-shell. A perfectly lubricated Bearing practically doesn't wear at all.

Get that clearly through your head, Mr. Motorist—

—A perfectly lubricated Bearing practically doesn't wear at all, in either fast or slow running.

And a bearing run at high speed with insufficient Lubrication will wear out more in two miles than it would have worn in 100 miles if properly lubricated.

That's a difference of 5000 per cent. you'll notice!

And it isn't a mere figure of speech either, but a certified fact.

So,—proper Lubrication means more,—far more,—than smooth-running, speed, motor-efficiency, and non-heating.

It means life to the Car,—probably three times as much life—Wear,—durability.

Some Cars require far more lubrication than others, per mile of travel.

Because some cheap Cars have coarsely finished bearings, that develop great heat and friction in running, so that they "eat up" Lubricant as greedily as they do Gasoline.

The engines of many Cars are too frail and small for the Power they must develop in order to produce the Road-speed pledged by their makers.

The Motors on these Cars must be run at as many revolutions per minute, in order to make 20 miles an hour of Road-speed, as the motor of a Winton Model K would have to be run to produce a road-speed of 50 miles an hour.

Consider the tremendous difference in Wear, on the Motor, which that represents.

And, of course, a Motor that must be run twice to three times as fast at ordinary road speed, not only wears out twice to three times as fast, but really needs several times as much Lubricant, because of the Heat thus developed through friction.

Think that over for a Minute!

The Winton Model K has the smoothest and hardest Steel "Bearings" ever put into a Motor-Car, being ground absolutely true to micrometer tests of One-thousandth part of an inch.

And, because of the Mirror-finished smoothness, and "true"ness of every Winton Model K bearing, it needs less Lubricant than other Cars which are less carefully finished.

But, for all that, we know Lubrication is such a vital thing in the Life of a Car that we have, this season, utilized the most perfect system of Automatic Lubrication ever devised and patented.

That system is as infallible in its action as the law of Wear upon unlubricated Bearings.

It does not trust to any Gravity feed device either,—to any compressed air, or other so-called automatic system—which has been found wanting under certain conditions of weather, hill-climbing, or road-angle.

The Winton Model K Lubricator actually shoots the Oil on to each Bearing in the exact quantity, needed for each revolution.

This "Shooting" is done by a powerful Syringe, operated by the Motor itself—

The Syringe action is thus speeded to deliver each charge, to each bearing, at the exact time the bearing needs it, and at whatever speed the Car is running.

It does not supply a wasteful surplus for a certain period and then a dangerous shortage for another period,—as practically all other so-called "Automatic Lubricators" do.

But, it shoots the Oil to each bearing so frequently and surely that a thin film is infallibly maintained continuously between the two friction Surfaces.

It also shoots the Oil so forcefully that no thickened condition of the fluid (due to cold weather or other cause) can permit its clogging in the tube, or failing of delivery at the precise place it is needed and at the precise time it is needed.

The infallibility and uniformity of this Winton Model K Lubricating system means at least \$500 more life to the Car, more durability, through saving of Wear than the same Car could have with the next best Lubricating system.

Our book, "The Motor-Car Dissected," explains why, in detail. Copy mailed free on request.

The "Winton Model K" has 30 Horse Power or better. Pneumatic Speed Control, Winton Twin-springs and big 34-inch Tires. Price, \$2,500, and only one grade manufactured.

The Winton Motor Carriage Co., Dept. L, Cleveland, Ohio.

## The Washer that Works Itself—

## —and Pays for Itself

HAVE you running water in your house? Well,—if you have enough pressure on it I'll make it do all your washing without any work.

Yes, and I'll make it turn the Wringer, too. You can just throw the clothes into the tub, turn a tap, and our new Self-Working Washer will do the rest.

Now I know this sounds too easy and too good to be true. But it is true, every word of it. Here is the proof that it is true.

I'll send you one of these Self-Working Washers, to your own house, on a month's free trial.

I'll pay the freight out of my own pocket and I won't ask you a cent on deposit, nor a note, nor Security in any form.

I'll just trust any one I believe trustworthy with this whole machine, I'll take all the risk and expense of the Test myself.

If you find our Self-Working Washer won't wash clothes without your doing a thing to work it but turn a tap, then send it back to me at my expense.

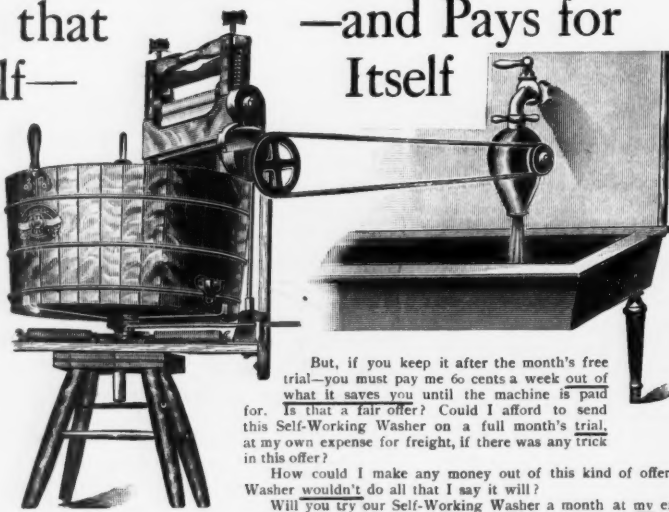
If you find it won't do better washing than the Washboard, with far less Wear on the clothes, send it back to me at my expense.

If it won't do the Washing in less than half the time your Washerwoman could do it, without the machine, then send it back to me at my expense.

Half your Washerwoman's time costs you about 60 cents a week.

That is about \$30.00 a year. Our Self-Working Washer will save you that \$30.00 a year for the ten years it lasts, or \$300.00 in all.

And I'll take my pay for it out of what it saves you, so that the Washer thus pays for itself. Remember this: If you find it won't do all that I say, and save you half your washing each week, all you've got to do is send it back to me, at my expense, before you pay a cent for it.



But, if you keep it after the month's free trial—you must pay me 60 cents a week out of what it saves you until the machine is paid for. Is that a fair offer? Could I afford to send this Self-Working Washer on a full month's trial, at my own expense for freight, if there was any trick in this offer?

How could I make any money out of this kind of offer if the Washer wouldn't do all that I say it will?

Will you try our Self-Working Washer a month at my expense?

In my large mail from all sections of the country, I get letters from some people who say they haven't got water pressure.

To meet the demands of these people, I have just invented a "Gravity" Washer that doesn't need water pressure, and yet does a washing easily and quickly in six minutes by the clock.

Just drop me a line today for further particulars about the Washer that works itself, as well as the "Gravity" Washer.

Remember, you can try either one a month at my expense, and then it must pay for itself.

Address R. F. Bieber, Treasurer, 1900 Washer Co., 7020 Henry Street, Binghamton, N. Y., or 355 Yonge St., Toronto, Can.

## Carpenters

desiring to fit themselves for better paying positions should send for 200-page handbook (FREE) describing our Carpenter's course and over 60 others, including Architectural Drawing, Electrical, Mechanical, Steam and Civil Engineering, Architecture, Mechanical Drawing, Structural Drafting, Telephony, Textiles, etc.

American School of Correspondence, Chicago, Ill.

## ODD ENTERTAINMENTS

of all kinds for the home, club, lodge, sewing circle, etc., are in our 144 page illustrated catalog No. 6, yours for the asking. Send us a postal and it will be sent to you, postpaid, FREE.

THE CREST TRADING CO., 234 Winmark Bldg., N. Y. FREE



## 10,000 YOUNG MEN WANTED

To qualify for positions as RAILWAY BRAKEMEN, FIREMEN

At Salaries from \$60 to \$125 a Month

We teach you by mail the Standard Rules and Modern Methods employed by leading railroads and assist you to a position when you are qualified. School conducted by prominent railroad men and endorsed by railroad managers who want our students. The greatest field today for young men is railroading. Our course is intensely interesting and fits you for immediate employment and promotion. Many positions now open. Begin at once. Write for catalog today.

THE WESTERN RAILWAY CORRESPONDENCE SCHOOL, DEPT. A, FREEPORT, ILL.





## IVERS & POND PIANOS



We will mail you our new catalog free. We are large makers of the highest grade pianos and if no dealer sells the Ivers & Pond in your locality we can supply you from Boston and will quote special prices for cash or on time (up to thirty-six months to complete payments if desired). Pianos sent subject to approval. Old instruments taken in exchange. Consider our unique proposition before you purchase.

**IVERS & POND PIANO CO.**  
137 Boylston Street, Boston

### Cyclopedia of DRAWING

New, enlarged edition  
TWO VOLUMES

Bound in Half Leather, 1900 pages, (also 8x10 ins.) fully indexed; 1500 illustrations, plates, engravings, etc.

**SENT FREE FOR EXAMINATION**

Both books sent on five days approval, express prepaid. If satisfactory send \$1 and \$1 per month for six months. Otherwise, notify us and we'll transfer the books absolutely free.

Cash with order, \$6.50. Money refunded if not satisfactory.

**BRIEF LIST OF SUBJECTS**  
Freehand Drawing  
Mechanical Drawing  
Shades and Shadows  
Rendering in Pen and Ink  
Perspective Drawing  
Architectural Drawing  
Rendering in Wash and Color  
Water Color Hints for Draftsmen  
Working Drawings  
Machine Design  
Sheet Metal Pattern Drafting  
Tramlining  
Practical Problems in Mensuration

**American School of Correspondence**  
CHICAGO, ILL.  
MENTION COLLIER'S

### The Social Evil from a Physician's Standpoint

By R. N. Willson, M. D., Physician to the University of Pennsylvania.

The author's professional services have been devoted to the young men of a great city. He has intimate knowledge of the dreadful results of ignorance regarding the dangers of the Social Evil to health and happiness. Exact and necessary information which every man should possess is plainly given; and the dangers of unclean living clearly pointed out.

The world famous Dr. Wm. Osler: "The colleges should reprint it for distribution."

Prof. Andrews, University of Nebraska: "I congratulate you upon your sincerity and boldness in treating this important subject."

Dr. Howard S. Williams, Macon, Ga.: "I have sent a copy to my son just beginning his college career."

12mo. Bound in cloth and gilt. Postpaid \$1.00.

**JOHN C. WINSTON CO., Publishers**  
No. 1012 Arch Street Philadelphia

### Ann Arbor

Incandescent Lamps

Only \$3.25 Express Prepaid for a Short Time to Introduce

We want every community to realize the advantages of using Ann Arbor Gasoline Vapor Lamps. We will, for a limited time, send on receipt of \$3.25 our Model 52 lamp, as shown in the cut, in brass or oxidized copper, prepaid to any part of the U. S. Give full 100 candle power light at cost of less than 4c. per hour. Every lamp guaranteed. If not satisfactory, return after 30 days' use, and we will refund your money. We mean exactly this. References, Dan or Brainerd. Agents wanted. Send for complete catalog. **SUPERIOR MFG. CO., 975 Second St., Ann Arbor, Mich.**

### The Whipple School of Art

900 Sixth Ave. (Cor. 51st St.) Drawing and painting from life, still life, and the cast. Illustration, Composition. Teachers, CHARLES AYER WHIPPLE, Life Classes. HOWARD CHANDLER CHRISTY, Illustration. GEORGE H. MATTHEWS, Architecture.

### MANDOLIN

Book containing Choice Bits from all the Latest New York Hits, also complete list of music for all Instruments and Vocal Quartettes of all kinds.

**WILL BE SENT, POSTPAID.**

**THE CREST TRADING CO.**  
234 Witmark Building, New York

### PATENTS

NEW BOOK MAILED FREE

Tells all about Patents and How to Obtain them. Tells What to Invent for Profit. Contains lists of Mechanical Movements available to inventors. **O'NEARA & BROCK, Pat. Attys., 918 F St., Wash., D. C.** N. Y. Office, 290 Broadway, New York City

### PATENT SECURED

Or Fee Returned

Free opinion as to patentability. Send for Guide Book and What to Invent, latest publication issued for free distribution. Patents secured by us advertised at our expense.

**EVANS, WILKENS & CO., 615 F St., Washington, D. C.**

### Clark's Tours to Japan \$700

In Japan for the famous "CHERRY BLOSSOM SEASON," Finest Promenade Deck Rooms. Exceptional advantages.

**F. C. CLARK, 98 BROADWAY, NEW YORK**

## EDITORIAL BULLETIN

### The Truth About Panama

LAST month Mr. Palmer went to Washington, to write an article about the Panama Canal. After remaining in Washington a week and interviewing many people, Mr. Palmer found the Panama question so deeply involved in politics that he became convinced Washington was not the place in which to secure facts. He therefore destroyed the article, which had cost him a week's work, and took a steamer for Colon. Two thousand miles was not too far to travel to learn the truth. But was the truth to be had, even on the Isthmus? He found that it was, and the marvel to him was how contrary interests had been able to keep it away from the country so long. Mr. Palmer met, instead of Senators and Representatives and the home-office force of the Canal Commission, "the men who are on the job," from mechanics and gang foremen to the division engineers. He went the length of the Canal prism and saw the work that was in progress there and in the shops and on the piers. He visited the workmen's quarters and their messes and the hospitals, including the famous one "built in a swamp." And what he actually saw he has written in three articles. They form an "inside view" which is a supplement to the public investigation by the Senate, where you hear one special pleader contradict another.

THERE will be three articles in Mr. Palmer's series. The first will deal with the work done under Mr. Wallace, and with the errors in the early preparation, which brought chaos and very nearly a panic last summer. In this article Mr. Palmer will take up and discuss the sanitary work which is being done toward the prevention of yellow fever. The second article will deal with the actual situation to-day; the work that has been accomplished, and how it has been accomplished; the labor, and the engineering conditions which have surprised the engineers. The third article will take up the plan of the Canal and discuss what the sea-level plan and the lock plan mean in the light of the latest knowledge.

### Black Clouds in the Coal Regions

FOR the next six months we are likely to have our attention pretty continuously absorbed by the threatened coal strike. Something of its meaning may be gathered from the article by Mr. E. I. Lewis in the present number. Next week we shall publish a story by Mr. Ray Stannard Baker, picturing the development of one of the human atoms that make up the strikers' army in a labor war. The despatches from Pennsylvania will take on new meaning after reading "In the Land of Promise." The impending struggle in the coal regions will mean more to Americans than the war in Manchuria did, and Collier's will keep in touch with all its varying fortunes.

### Miss Smith's Latest Work

A NEW SERIES of covers for the Household Numbers has just been completed by Miss Jessie Willcox Smith, and the first will decorate next week's Collier's,—the Household Number for March. The series is divided into two parts,—one of joyful things and one of dire calamity, these divisions being titled "Comedies of Childhood" and "Tragedies of Childhood." The former depicts, as only Miss Smith's brush can depict, the delights of the Little Ones' life, while the latter pictures some of those awful moments when all the world looks black. Some of the subjects Miss Smith has chosen are:

Comedies of Childhood

Playing Lady  
Five Little Pigs  
Jack-in-the-Box  
April Fool

Tragedies of Childhood

The Hurt Finger  
The Popular Cut  
Lost  
The Broken Doll

THESE titles are self-explanatory, with the possible exception of one, and suggest at once the charm of these new pictorial covers. The exception, "The Popular Cut," pictures that awful first session in the barber's chair, when the tresses of childhood are being sacrificed to the fashion of the day.

## REST ASSURED

You'll never know real "shaving comfort" until you use the

### ZINN AUTOMATIC RAZOR

The ZINN is simplicity itself—just two parts, the holder and blade. It cannot get out of order, is easily cleaned and will last a lifetime—a clean, close, easy shave in less than five minutes always and the tenderest skin and toughest beard cannot interfere with its perfection.

The keen, lasting water blade is the success of this marvelous device—no stopping, no honing, and comfort and rest assured. You get 24 blades with the set which should shave the average man one year. 2 dozen new blades, \$1.00.

Here is one of thousands of unolicited testimonials received.

Portland, Ore., Dec. 28, '05.  
Gem Cutlery Co.,  
Gentlemen:—Your Zinn Razor is all right. I have been shaving with it every day since I received it and am well pleased with the work. I thought that I had just the right article when I bought the advertised double edge razor, but the Zinn is way ahead and is so well poised that it makes shaving a luxury." Yours truly,  
A. C. GOING,  
Pres. Lowenberg & Going Co.

THE LEADING DEALER IN YOUR CITY SELLS THE ZINN—IF YOURS DOES NOT WRITE US DIRECT.

Razor and 24 blades, complete in handsome morocco case sent postpaid for thirty days' trial on receipt of \$5.00. We agree, if you so request, to return the \$5.00 at end of 30 days on receipt of the razor.

**GEM CUTLERY CO.**  
34 Reade Street, New York

### STRAIGHT LEGS

and a strong, straight, flat back developed if baby learns to walk with

### Glascok's Baby-Walker

Endorsed by physicians as a practical and perfect physical developer for children. In it a child can sit, stand, jump or walk. "Cushioned-spring supported." Adjustable. (Inst. upon having "Glascok's Walker," the standard. It keeps the baby clean and safe. Special sizes for cripples.

Buy of your dealer if possible, or direct if he hasn't "Glascok's Walker." Write today for illustrated descriptive catalogue FREE. **GLASCOK BROS. MFG. CO., 310 Factory St., Muncie, Ind.**

### Let the LITTLE WONDER Do Your Work

Clean bottles, tumblers, lamp chimneys, etc. Polish cutlery, cut glass, silver and any metal surface. Sharpen knives, scissors, hatchets, etc. Whip cream or salad dressing or Beat Eggs. Rub mowing, lawns, washers, lathes, cutting fans, etc. The Little Wonder Water Motor merely attached to a water faucet with ordinary pressure will do all these things by itself. 25,000 in use by 25,000 satisfied customers. Don't be deceived by cheap worthless imitations.

**WALKER MOTOR CO.**  
Dept. 10, Plattsburgh, N. Y. City

"Turn the faucet that's all!"

Write today for our attractive illustrated descriptive booklet. IT'S FREE.

### Scientific Farming

Industrial men can make far more money today by up-to-date farming than by city employment. Recent discoveries by the Agricultural Department have revolutionized farm life. Free mail delivery, telephones, tractors, cars, etc., bring city pleasures to the country home. Only a small investment required. Write for our free book, "Digging Nuggets of Gold," and learn how twelve of the finest experts in the U. S. Agricultural Department can teach you scientific farming at home. **Columbian Correspondence College, Washington, D. C.**

### LEARN TO Mount Birds

and animals. A fascinating work for Men, Women and Boys. Quickly learned in your own home. Cost low. 15 complete lessons—Standard methods. Satisfaction guaranteed. Save your fine specimens. Decorate home and den. Big profits for spare time. Write for full particulars, free catalog and taxidermy magazine—All Free send today. **THE N. W. SCHOOL OF TAXIDERMY, 5-F St., Omaha, Neb.**

### STAMPS

55 diff. rare Corsica, Japan, Russia, China, Columbia, etc., and Album, only 5c. 105 diff. Hawaii, Panama, etc., only 10c. Agents wanted. 50 to 75 per cent commission. New 10-p. list and \$1.00 worth Coupons FREE! We buy stamps. **STANDARD STAMP CO., Dept. A, St. Louis, Mo.**

### STARK FRUIT BOOK

shows in NATURAL COLORS and accurately describes 216 varieties of fruit. Send for our terms of distribution. We want more salesmen.—Stark Bro's, Louisiana, Mo.

### PATENTS that PROTECT

Our 3 books for inventors mailed on receipt of 5 cts. stamps. **E. S. & A. B. LACEY, Washington, D. C. Estab. 1869**

# PLUSH PILLOW TOP FREE

The  
Newest  
Pyrography  
Idea



Send us your name at once, with 25c. to pay cost of shipping, etc., and we will send you this beautiful genuine Plush Pillow Top printed with artist's sketch of Maxine Elliott, Julia Marlowe, or Maude Adams, ready so that anyone can burn it with handsome effect. Choice of old gold, tan, or light green plush. Size, 17 x 17 in. Same burned \$1.50. Only one Free top to one address.

**SPECIAL**  
Our No. 97  
\$2.50 Outfit only **\$1.65**

This splendid outfit is complete for Burning on plush, wood, leather, etc. Includes fine Platinum Point, Cork Handle, Rubber Tubing, Double-action Bulb, Metal Union Cork, Bottle, Alcohol Lamp, Two Pieces Stamped Practice Wood and full directions, all in neat leatherette box. Ask your dealer—or we will send C. O. D. If you like it when you get it, then pay our special price. When cash accompanies order we include, free, our 84 P. Pelican instruction Handbook (price 25c), the most complete pyrography handbook published.



**New 1906 Pyrography Catalogue No. C57 FREE**

Contains 92 pages (12 in three colors) with 2,000 illustrations, including actress heads, designs by Gibson and other good artists, on articles of wood, leather, and plush, of every description; also shows our extensive line of Pyrography Outfits and Supplies. This is the largest and most elaborate pyrography catalog ever published. Write for it today.

**Thayer & Chandler** 166-164 W. Chicago  
"Largest Makers of Pyrography Goods in the World."

**CHINA PAINTING FREE**

Our new 68-page catalog C58 illustrating nearly 2,000 different pieces of white china, also a complete line of materials and supplies for china painting at the lowest prices. Write today.

# Fitchburg-Puritan Cloths

(LONDON SHRUNK)

Unsurpassed at Home or Abroad

Made of the finest wool obtainable, on the highest type of worsted machinery by the largest and best equipped concern engaged in this manufacture in the world.

Why do you ask your dealer for imported cloths?

Undoubtedly because you are under the impression that foreign fabrics are superior or better styled than those of our manufacture.

Would it surprise you to learn that nine-tenths of the "imported" goods shown you are domestic production?

Just ask to be shown a piece of Fitchburg-Puritan Cloth and satisfy yourself.

**American Woolen Company**

WM. M. WOOD, President, BOSTON, MASS.



## Model 15

Price \$2,500



# Rambler

**A Car of Power and Steady Service**

Equipped with a four cylinder, vertical motor, 35-40 H. P., providing one full horsepower to every seventy-five pounds of dead weight with car fully equipped.

The entire power plant and controlling mechanism refined and simplified to the Rambler standard of serviceability.

Elegance of design and appointments mark this the ideal car for which you have been waiting.

It is but one of seven models for 1906.

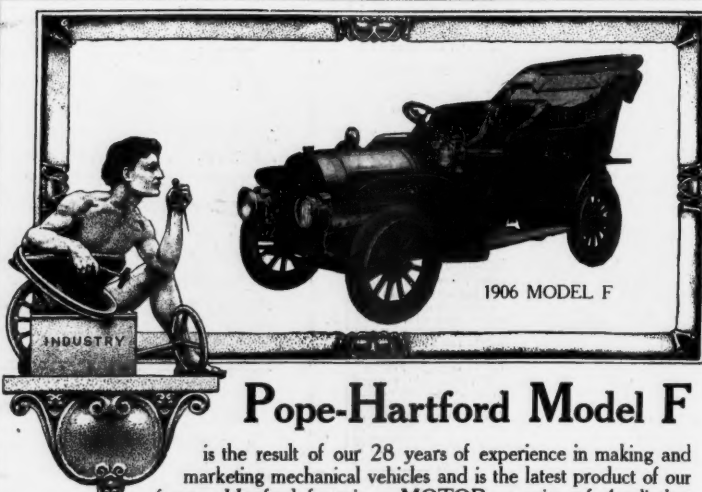
Our catalog, giving full details, mailed upon request.

**Main Office and Factory, Kenosha, Wis., U. S. A.**

Branches:  
Chicago, 392-394 Wabash Ave.  
Milwaukee, 457-459 Broadway.  
San Francisco, 125-131 Golden Gate Ave.

Boston, 145 Columbus Ave.  
Philadelphia, 242 N. Broad Street,  
New York Agency, 194 W. 38th St.

**Thos. B. Jeffery & Company**



## Pope-Hartford Model F

is the result of our 28 years of experience in making and marketing mechanical vehicles and is the latest product of our famous Hartford factories. **MOTOR:** consists of 4-cylinder, vertical, water-cooled engine with cylinders cast in pairs; all gears encased; brake test 28-30 H.P. **TRANSMISSION:** sliding gear, 3 speeds forward and reverse. **CARBURETOR:** specially designed, insuring economy in fuel consumption and maximum power. **CONTROL:** throttle and ignition levers on single sector that does not revolve with wheel. **DRIVE:** bevel gear through propeller shaft to the rear axle. **TONNEAU:** non-removable, dust-proof, double side entrance. **DESIGN:** artistic in conception and execution.

While great attention has been given the essentials of construction it will be found that no detail has been overlooked. Everything that will contribute to the user's comfort and convenience has been embodied in this up-to-date car. (Extension top \$125 extra).

**Price, \$2,500**

## Pope-Hartford Model G

is our 2-cylinder, opposed, 18 H.P., touring car. The engine is under the hood and all parts are accessible for inspection and repair. This is our dependable 2-cylinder machine of last year with such minor changes as have been suggested by a season's use.

**Price, \$1,600**

**POPE MANUFACTURING CO., Hartford, Conn.**



New York City: 1733 E'way  
San Francisco: 461 Mission St.  
Boston: 225 Columbus Ave.  
Washington: 819 14th St. N.W.

A. L. A. M.





# Collier's

THE NATIONAL WEEKLY



"NIAGARA BE DAMMED"

UNCLE SAM: "IS THERE NOTHING SECURE FROM THIS CORRUPT MONSTER?"

DRAWN BY E. W. KEMBLE



**T**HE PAST IS ANCESTOR to the future and the present. Not only the sins but the virtues of the fathers are carried along to the descendants. The torch of life is handed from generation to generation, lighting both the roads, to evil and to good. Reading or remembering history, we fix our minds upon past errors as a warning, but even more profitably upon past excellence as a guide. **GEORGE WASHINGTON'S** value to his country did not end when he refused to burden his age further with the cares of public duty. Nor did it cease when the old statesman, warrior, and

LEST WE  
FORGET

farmer passed, like all his race, from time into eternity. **GEORGE WASHINGTON** helps his fellow men to-day as distinctly as when he heartened them at Valley Forge, or stood like Wisdom in her own person amid the conflicting councils of brilliant men around him, or frowned upon offers of too much authority; or, a later **CINCINNATUS**, put away the glare of power for honest labor at nature's heart, the soil. To-day he lives for the virtues that were his when his body was alive. The memory lives and works for the same high ends that were unwaveringly pursued by the man himself; and thus it is that the public usefulness of a great servant knows no diminution at his death.

**T**HE REAL WASHINGTON is in essence the same as he who has become enthroned in fable. The portrait has been retouched. Lines and characteristic features have been blurred; feeble stories have been invented; occasional profanity and other overflows of passion have been dropped; but even the fictions invented to describe the hero have in their popular and simple-minded way conveyed the general truth. The truest and ablest portrait of a great character keeps the actual features while arranging them into the general concept, the ultimate importance; but the flat, prettified, or chromo representations arranged for easier consumption are at least more veracious than the false realism which

THE FABLE  
AND THE MAN

underscores a few details and loses what has caused the greatness. When naturalism came in, invading literature in the wake of history, it indulged inevitably in the extravagance of new discovery, but it is sinking rapidly to its place, and critics and historians recognize to-day that if a living impression is to be acquired, figures from the past must be re-created, not merely so studied with a microscope that a mole becomes more salient than the whole being seen properly in perspective. New attention to the facts did not blind us long to the truth and the necessity of ideals.

**B**OASTING AS AN EXERCISE is not popular among the leaders of Japan. In that country, which has the peculiarity of acting out the beliefs which it assumes to hold, modesty is not only praised in copy-books, but used in real life. No great war before the defeat of Russia was ever won with so little spreading of the tail and puffing of the chest. Now comes **NOGI** again, not to tell, like **SAMPSON** and **SCHLEY**, how he was the whole concern, but to proclaim his errors. After Port Arthur, while unable to put his hand upon mistakes, he was

NOGI'S PRIDE

sure the fortress should have fallen with smaller loss to the Japanese. Now he makes, in a report of his army's operations in Manchuria, a statement that the Russians were saved from annihilation only by the failure in his flanking operation, due to his delay in throwing forces across the right rear of the Russian army. According to other critics, the delay was unavoidable, but probably **NOGI** knows, and holds himself to the highest standard. How exciting and refreshing it would be if some Occidental general, president, governor, monarch, or prime minister should carry his conventional beliefs in meekness and self-criticism to the extent of calmly pointing out his errors, without mitigation, without excitement, and without excuse.

**T**HE SOCIAL INFLUENCE of standing armies is in many ways insidious, bad, and deep. That there may be compensating influences for good, especially where the army is made an actual necessity by a country's situation, need not be denied. The point we make is that everywhere, as, let us say, in Germany and Russia, and even in England and France, a lowering of certain social ideals inevitably results from the presence of an army. Rank and power are rendered more important and conspicuous.

The absurdities which follow are many, cruel, and extreme, as we have all learned in reading foreign news, but occasionally even in our own country we are reminded of this truth. When a lieutenant in our army recently forced a sergeant to vacate in his favor a desirable theatre seat, and take one further back, he was court-martialed and reduced twelve numbers in rank, a just rebuke being thus administered to snobbishness of the military brand. That the rôle of the army is so insignificant in the United States is undoubtedly one of the strongest safeguards to the spirit of Democracy.

ARMY SNOBS

**T**WO HUNDRED AND FIFTY MILLIONS of dollars is a considerable interest against which to legislate. This amount or more is invested in the patent medicine industry in America. Nine-tenths of it earns the increment of fraud. Honesty and open dealing, such as characterize most business enterprises, would be dangerous, perhaps ruinous, to the nostrum trade. Honesty and open dealing are the elements which a new legislative bill, now being spread broadcast over the country, seeks to force upon the industry; and the issue approaches swiftly the pitched-battle stage. The bill is printed in the February number of "The Ladies' Home Journal." It is worth the careful reading of every good citizen. Broadly speaking, it provides that all proprietary medicines shall be labeled with their exact ingredients in the exact proportion used; that the common, dangerous, or habit-forming drugs, such as morphine, cocaine, alcohol (above eight per cent), belladonna, and others, shall be used as constituents of any nostrum only under a poison label; and that the State Board of Health shall have power to enforce the law. It is a conservative bill; more conservative in some respects than we could wish, as it omits from its roster of drugs requiring the poison label acetanilid, the basis of the dangerous and widely used headache powders and "anti-pain" tablets, and chloroform, which is an ingredient of many "consumption cures" and cough remedies. These or other drugs could readily be included in the bill, however. Indeed, we understand that its framers designed it not as a perfect measure, suited to all conditions, but as a general model, readily susceptible to emendations. It is an admirable act, and in its own or in amended form it will be introduced in the present or coming sessions of most of the State legislatures. It behooves every man and woman interested in the curbing of a most noxious industry to use every possible influence with his or her Representative for the enactment of the bill into a law.

MEDICINE  
LEGISLATION

**W**AR WILL FOLLOW. Those gentle arts of persuasion which the Proprietary Association of America has successfully used upon the press, through the workings of the "red clause," will again be brought into play. In fact the process has already begun. Certain States have patent-medicine bills now pending, South Carolina among others. Says the Florence (South Carolina) "Times": "The editor of the 'Times' received a telegram last night from one of the big manufacturers of proprietary medicines requesting him to wire his Representatives in the Legislature to defeat House Bill No. 700, which if passed . . . would compel that firm to withdraw all of its advertising from this State. Verily, we are up against a proposition." A proposition indeed! One made classic by the ingenious **CHENEY**: "Please take notice that if this bill becomes a law you and I will have to stop doing business" is the way that inventive ex-president of the Proprietary Association worded it. The implicit threat is the same. The editor of the "Times" didn't "wire his Representatives." He came out boldly in his paper, and "put the public on notice that the newspapers have had the big stick waved over their heads." In Mississippi, where a patent medicine bill is under discussion, the wind from the Proprietary Association club is stirring the journalistic hair. Few editors or owners will exhibit the independence of the Florence "Times." In the next few months the newspapers which are under red-clause control will show themselves in their true colors, for they are the chief weapons of the nostrum venders. But the easy victories of former times will hardly be repeated this year. Hitherto the warfare on this class of bunco artists has been sporadic. Concentrating their power in the one or two States which threat-

RED CLAUSE  
WARFARE





ened to break loose from control, they have easily suppressed hostile legislation. This will be a concerted attack all along the line. The forces of fraud, finding themselves challenged in a score of Legislatures simultaneously, and at the same time called upon to bear their part in the fight against the Pure Food Bill at Washington, which imperils their interests, will face a strategic problem of formidable proportions. Doubtless they will succeed, with the aid of the controlled press, in smothering hostile bills in some Legislatures. But meantime their enemies will win on other fields. What States shall declare for fair restrictions upon a trade that threatens life and health in every community depends upon the interest and influence of the intelligent members of the community in favor of "The Ladies' Home Journal" bill or its congeners. This is an occasion in which every private citizen has an opportunity to help toward a real improvement.

THE MAN WHO SHOOTs his wife because of jealousy has always received too much leniency from juries, and we are pleased to read of a Georgia case in which the husband has been convicted: the first similar verdict in the history of that county. If the higher courts sustain the verdict it is to be hoped that the Governor will not upset the course of justice. The man who lays a trap for his wife, walks deliberately into her room, secures the evidence he wants, and then takes her life in satisfaction of his displeasure, needs to be stripped of the sentimental immunity he has enjoyed too long. He is a

#### CAUSES FOR MURDER

beast, acting upon one of the lower human passions, and as such he should be treated. We do not say that there is no class of cases in which pardons should save from penalty the man who murders because legal remedy is inadequate. Mr. JEROME asked a witness why he did not thrash the editor of a scandal sheet, and in the same trial he declared, apparently with approval, that making a business of poisoning reputations meant death south of Mason and Dixon's line and west of the Appalachian Mountains. Although not believing that even in such cruel difficulties illegal killing is the wisest course, we certainly see more cause for executive clemency in such a case than in one where the only excuse for jealous murder is the ancient doctrine that a woman is her husband's chattel: a doctrine which has happily almost seen its end.

PROGRESS CAN BE MADE in some directions more easily through private generosity than in any other way. In art especially is this often true. The Government, whether of nation, State, or city, is not supposed to do much for beauty in America, except in such ways as give results immediately to all the people. Where, therefore, the need is of some institution to teach standards to our artists, it is individuals who are called upon, and naturally the rich. It is very little they do; very little they are called upon to do, in comparison to their opportunities, and in comparison to what, if they have a proper sense of obligation, they must deem their duty. Some of them complain that no ways present themselves of spending money usefully—a hypocritical pretence, as we believe, for there are a million ways, if one is willing to spend without advertisement. One case is in

#### A DUTY OF THE RICH

our mind particularly at this moment. Eight hundred thousand dollars has been subscribed for the national school of architecture and the other arts at Rome, already doing well, but to be raised to such a level that it will do for the United States what a similar institution has done for France. Mr. MCKIM, Mr. SAINT GAUDENS, Mr. MOWBRAY, and the other prominent artists who have this scheme in hand, have worked hard and unselfishly for its completion, and have raised all of the needed million except two hundred thousand dollars. The number of rich men in this country is almost limitless, and this long step forward in our esthetic opportunities is one which particularly falls within the field of private enterprise for the public good. The most gifted artists in America are giving to it their time and strength. The least the serious men of wealth can do is to see that its complete success is not prevented by their indifference. They could not have a safer opportunity than the present to do their share toward a cause that particularly needs their help. And if they help to sow this seed they will live to share the enjoyment of its harvest of beauty.

SPEAKING OF FRANKLIN, RICHARD OLNEY says that our shrewd philosopher, believing in local self-government, would be thoroughly alarmed by the lessening importance of the State governments and the growing importance of the general Government—by the ever-growing tendency to regard a State rather as a geographical expression than as a political division of the country. Persons with the views of Mr. OLNEY proceed upon the belief that the State is neither a geographical nor a numerical subdivision of the nation, but a political entity lying at the very root of our Government, and, of course, antedating it. That a brand-new State which attains Statehood and admission to the Union at the same moment should seem mere area or population is one thing; but Massachusetts, for instance, was an individual, a personality, for a hundred and fifty years before the United States was born or thought of—a nation by herself, with traditions, ideals, intense social and political consciousness, then and now! Imagine her ever consenting to count not as an individual, but merely as so many million American citizens!

#### PERSONALITY OF STATES

SENTIMENT APART, say those who love the historical meaning of the States—if sentiment ever could be set apart—yet to destroy State feeling would be to reduce the States to administrative departments like those of France, to take a tremendous step toward centralization, and to cut off the very source of all our vigor, local self-government and responsibility. What honor or interest, it is argued, would there be in serving a mathematical subdivision, compared with what a man feels in being Governor of his own State? Of course the States will never literally be abolished, because actual abolition is impossible. According to the Constitution, while any other feature of the Government may be changed by amendment—the presidency abolished, the House of Representatives made hereditary—no State can ever be deprived of its equal representation without its own consent. That is the original bargain, the "higher law" than the Constitution, and if the breach of it were ever so desirable it could be made only by revolution. But abolition is not in contemplation. What is thought by those in whose minds the States no longer represent a real division, is that their powers will gradually be stripped away in one direction by the Government, and in another by the towns, and that both of these movements are in the direction of actuality; of having general business done by the general Government, and local business done by the local unit. Undoubtedly this belief in the future relative importance of National Government, State, and town is on the increase now among men of practical experience.

#### PRACTICAL ARGUMENTS

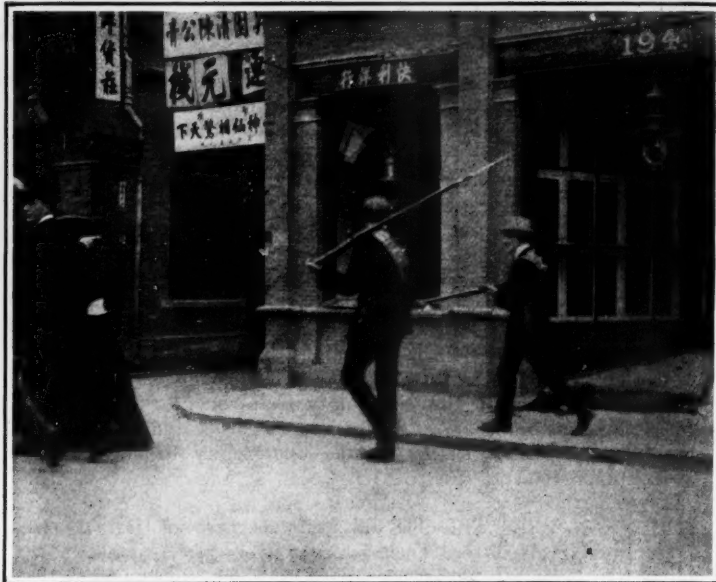
FEW WHO READ THIS PAPER know what it means to freeze. More prosperous men and women are frightened at the possibilities of a strike, and make their protests heard, but the class that suffers most is without influence and dumb. To raise the price of a necessity comes hard upon you and upon us, but only on our pocketbooks. There are others, many thousands, who must pay for dearer coal not by diminishing their possessions, but in the coin of actual pain and even death. Vast indeed, and terrible, is the responsibility that lies upon both parties to a quarrel for which myriads of human beings must pay so dear. Unless the calamity is averted, or unless, as three years ago, some outside power effects a compromise, that party to the bitter struggle will lose which the public on reflection decides to be to blame. Opinion now is in the making. The threatening clouds came as a surprise to most men, and even to some among the best informed. Industrial disturbances are usually regretted, but a coal strike is not like a mere upset in some ordinary business, where the consequences are restricted and the suffering seldom real. Fuel and food are the two necessities of the masses, and when the machinery for producing them is disarranged the cost to the owners and the workmen is as nothing. What we have most to think of as we face the possibilities of a strike to-day is the anguish of those thousands or hundreds of thousands to whom a few cents more for a bucket of coal means the freezing of the mother and her pinched and wretched children. In their name it is that the public to-day appeals alike to operators and to miners to do their best for peace.

#### COAL

# THE ANTI-FOREIGN RIOTS IN SHANGHAI



Every civilian an impromptu armed volunteer



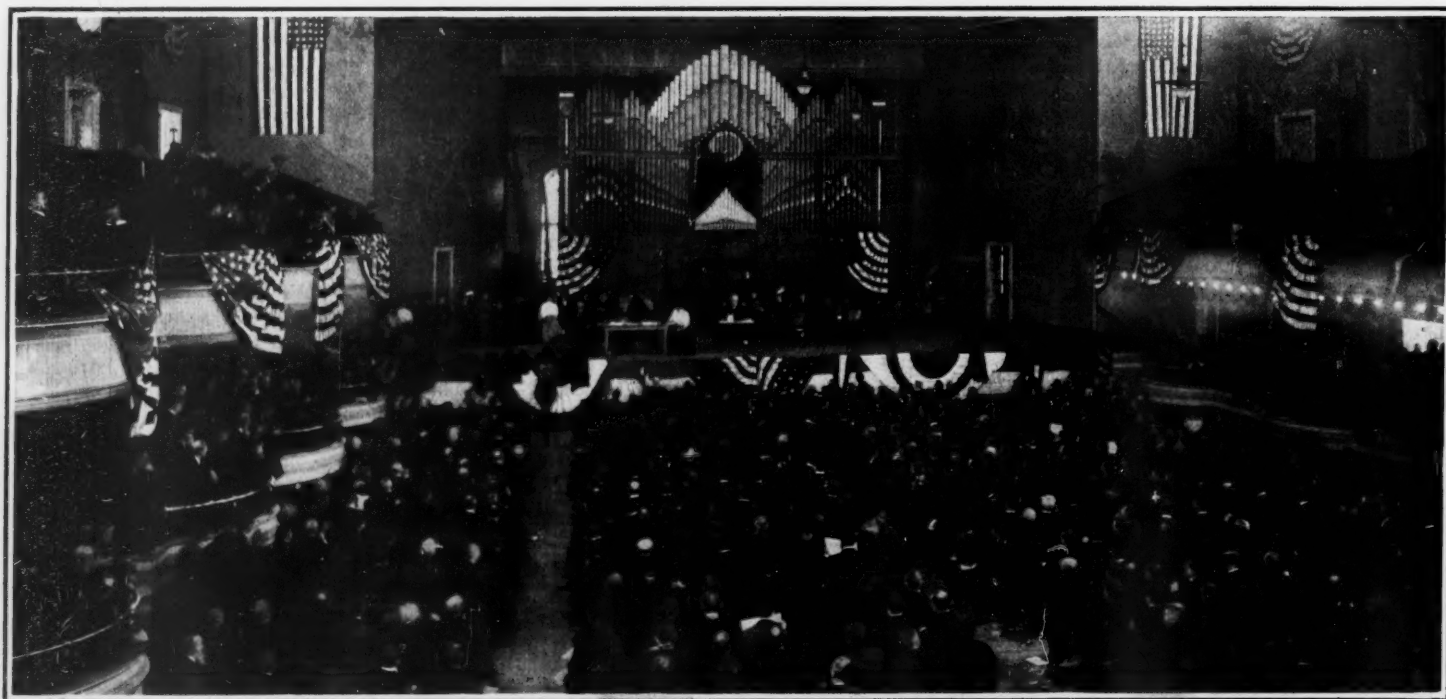
Volunteer guard escorting women to places of safety



Sikh policemen armed with clubs before receiving rifles



In front of the International Bicycle Company's store after a fierce attack

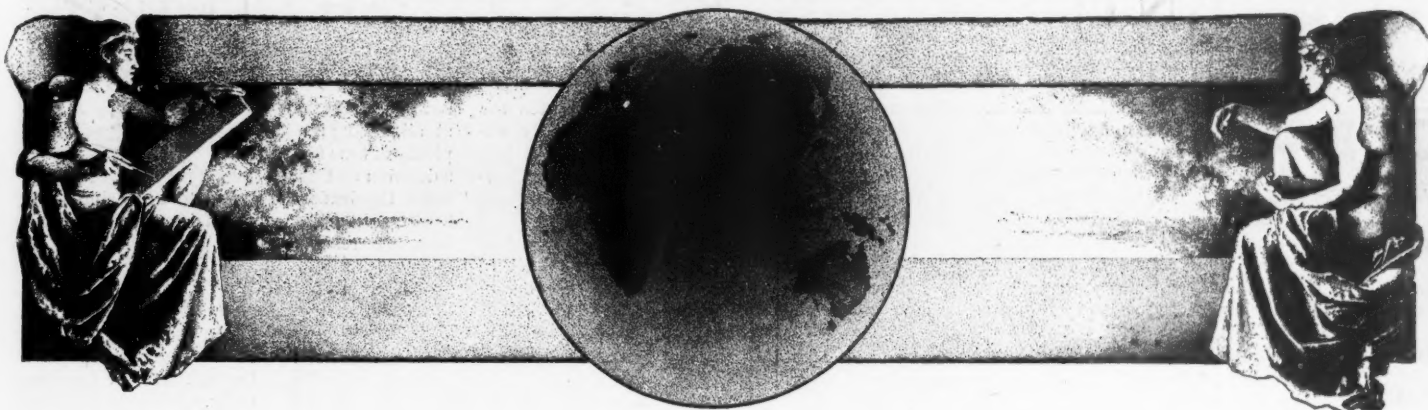


THE FATEFUL GATHERING OF COAL MINERS AND OPERATORS AT INDIANAPOLIS

Throwing down the gage of battle—F. L. Robbins of Pittsburg, the leader of the operators (behind the long table), delivering the ultimatum to the United Mine Workers



# WHAT THE WORLD IS DOING



EDITED BY SAMUEL E. MOFFETT

**T**HE tour of the Chinese Commissioners in the United States is one continual symposium of delight and good-will, while the position of Americans in China is becoming daily more uncomfortable. ¶The Democrats in the United States Senate have resolved in caucus to make opposition to the Dominican treaty a party matter. ¶The claim of the Beef Trust magnates that they are protected from prosecution by the inquiry of the Bureau of Corporations into their affairs imperils the whole anti-trust policy of the Government. ¶The failure of the United Mine Workers and the soft-coal operators to come to an agreement threatens to bring on the greatest strike in American history on April 1. ¶As at Portsmouth, the delegates to the Moroccan Conference at Algieras have been reaching an agreement on minor points, leaving the knottier ones to the last. ¶The enforcement of the new French law separating Church and State has led to riotous demonstrations. ¶Austria's jealousy of the development of independence among the Balkan States has brought on a crisis in South-eastern Europe. ¶Legal opinions show that Niagara can be saved by

international action. ¶The Isthmian Canal Commission has approved the recommendation of the minority of the Advisory Board of Engineers in favor of a lock canal. ¶A serious disagreement has developed between Mr. Chamberlain and Mr. Balfour over the question of the leadership of the remnant of the Unionist party. ¶The Fortis Ministry in Italy was overthrown on February 2 by an adverse vote in the Chamber of Deputies. ¶A joint convention of Governors, Insurance Commissioners, and Attorneys-General met at Chicago on February 1 to consider plans of insurance reform. ¶Great Britain has been shocked by a suggestion in the Japanese Parliament that she should reform her army organization, so that the alliance would not be too one-sided. Japan is strengthening her navy, and is said to expect to have 400,000 tons of warships by the end of the fiscal year 1907-08. ¶The break between Mayor McClellan and Boss Murphy of New York has become absolute, and there are indications of an *entente*, more or less cordiale, between Mr. Murphy and Mr. Hearst. Mr. Murphy asserts that he was not responsible for leaving Mr. Jerome off the ticket

## SAVING NIAGARA BY TREATY

**T**HE Merchants' Association of New York and the American Civic Association have been making a thorough study of the best means of protecting Niagara Falls, and they have made it clear that the work can be done simply and effectively by international action. Opinions on the legal questions involved have been obtained from Attorney-General Moody and from two of his predecessors, Mr. Griggs and Senator Knox. Mr. Moody advised the President some time ago that "the character of Niagara Falls as one of the greatest natural wonders, its situation in a boundary river on the frontier of a foreign country, its undoubted historical relation as a natural possession and common heritage," would fully justify him in proposing diplomatic consideration of the subject.

Mr. Griggs shows that while, for purposes of ordinary domestic jurisdiction, the State of New York has control of the Niagara River and its bed to its centre line, this is subject and subordinate to the power of the National Government in two respects—first, navigation, and second, in its quality as a boundary stream. A treaty imposing such conditions and regulations upon the use of the water as the Governments of the United States and of Great Britain might deem proper "would be the supreme law of the land, and if in such treaty it were provided that no such use of the waters as is contemplated should be hereafter made, and this regulation were enforced by act of Congress, the treaty and the legislation would be

valid, the rights of the State of New York and all private riparian owners to the contrary notwithstanding."

Mr. Griggs thinks that a treaty is essential, since the power of Congress to regulate navigation can not be stretched to cover that particular part of the Niagara River from which water for power purposes is diverted under local franchises.

Thus the way is clear for the settlement of the question on the most enlightened lines. It is to be presumed, however, that in opening negotiations the President will not fall into the error of Mr. Griggs, who says that Canada is "subject to the national control of the Kingdom of Great Britain." Canadians are sensitive on that point. They insist upon being treated, not as subjects of Great Brit-

ain, but as equal partners in the Empire. Before a treaty can be concluded Canada must be consulted and her approval secured. Both national and provincial susceptibilities in Canada are acute. The Dominion Minister of Public Works, answering a question with regard to the report that the central government was encroaching upon the rights of Ontario, said on January 31 that there was no truth in the story. He added that before any action was taken upon the report of the International Waterways Commission a sub-committee of the Cabinet would be appointed to confer with the Ontario Government.

An international agreement between the United States on one side and Great Britain, acting with the advice and consent of Canada, on the other, would at once raise the

whole subject of the care of Niagara above the sordid level of Albany and Toronto politics. It would stop all future drafts upon the river and pave the way to the recovery of rights already alienated. Senator Platt has introduced a resolution authorizing the President to appoint commissioners to begin negotiations toward that end.



Lieutenant-General John C. Bates, appointed Chief of the General Staff February 1, to succeed Lieutenant-General Adna R. Chaffee



Brigadier-General J. Franklin Bell, designated to succeed Lieutenant-General Bates as Chief of Staff upon his retirement in April

### THE NEW ARMY CHIEF AND THE HEIR PRESUMPTIVE

Senator Knox concurs in the views of Mr. Moody and Mr. Griggs. He holds that a treaty is the thing needed, that the power of initial action rests with the President, and that "the right of control now exercised by the State of New York would be superseded upon the completion of a treaty agreement."



## POLICIES IN THE CRUCIBLE



ALL the great policies of the Administration are now undergoing their crucial test. For most of them the place of trial is the Senate; for one it is the courts. The indicted beef packers, fighting desperately against the brand of criminality, assert that in getting the material for his famous report Mr. Garfield, the Commissioner of Corporations, gave them a promise of immunity. On January 30 the former Comptroller of the Currency, Charles G. Dawes, now President of the Central Trust Company, testified at Chicago that Commissioner Garfield had assured the packers' counsel that no information they might give him would be used against them. This statement was confirmed by Samuel McRoberts, Treasurer of Armour & Company. Mr. Dawes said that he had told the guileless representatives of the trust that "they could rely on what Garfield said, and that they could open their books without fear, as Garfield was absolutely to be trusted, and was a gentleman." Mr. Edward Morris, of the firm of Nelson Morris & Company, alleged that Mr. Garfield had told him that "there would be no prosecution of any sort" based on the information furnished by the packers, and added that after the report was completed the Commissioner had ordered the firm to submit its secret profit and loss books to his inspection. Why Mr. Garfield

should have promised immunity remains a mystery, since on later hearings it was shown that his report was just the sort of thing the packers wanted the country to have. Attorney-General Moody declared, on February 5, that the Department of Justice had never received any information from Commissioner Garfield, or from the President or any officer of the Bureau of Corporations.

While the House was perfunctorily discussing in public the Hepburn Rate Bill which it intended to pass by common consent, the Senate was carrying on a much more active and more significant discussion

in private, to see whether it could agree on any bill at all. To give plenty of time for a decision on this

point the leaders arranged to keep ship subsidies, Statehood, and foreign affairs at the front until they were ready to make their views on the railroad question known. The House gave them a little gentle stimulus by starting a series of investigations of railroad mergers, and by allowing hints to escape of the possibility of a revision of the terms of payment to the railroads for carrying the mails.

Chagrined by the support given to the President's foreign policy by Mr. Patterson and other Democratic Senators, the majority of the Democrats in the Senate held a caucus on February 3, and resolved to make opposition to the Santo Domingo treaty a test of party loyalty. But several Senators of that party refused to be bound by the decision. Senator Patterson promptly retorted upon the attempted dictation by introducing a series of whereases and a long resolution, declaring that the action of the caucus was "in plain violation of the spirit and intent of the Constitution of the United States," which guarantees to every Senator "his own vote, and not the vote of any other or of any number of other Senators." The Republican Senators gleefully encouraged the discord among the members of the minority.



SAVING SURVIVORS OF THE "VALENCIA" WRECK

Twenty men who succeeded in pushing off from the doomed steamer on a life raft picked up by a boat from the "City of Topeka"

## THREATENED WAR IN THE COAL FIELDS

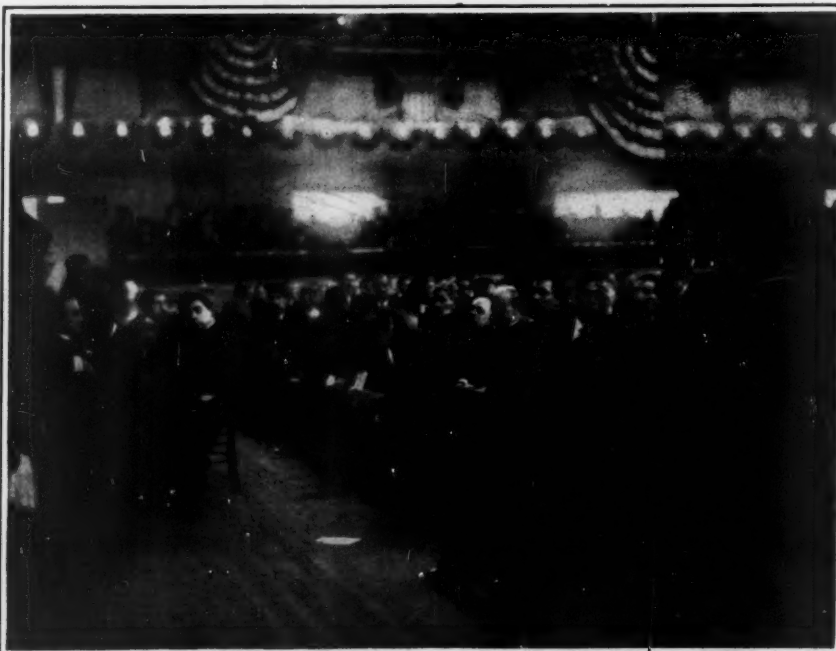
THE country is facing the possibility of another disastrous coal strike, which may drown out the memory of the calamities ended by the

intervention of President Roosevelt in 1902. The struggle of 1902 was confined to the anthracite field, which produces less than a quarter of the coal output of the Union. In that distressful year there was actually more coal turned out in the United States than in the year before. There was much inconvenience, because the people of the East had become accustomed to the domestic use of anthracite, but the great industries of the country, which were based on soft coal, went on as usual. At that time it was understood to be the policy of the United Mine Workers to play off one field against the other. Keeping their men at work in the soft-coal region, they could raise strike benefits to support the anthracite miners in idleness, and vice versa. But now the plan is to stop work everywhere at once and see which will come first—starvation for the miner or ruin for the nation sitting idle among its paralyzed industries. If ruin, then it is believed that a des-

perate people may force the operators to surrender. The lines of battle would extend not only over the whole United States, but over Canada. The

idea of war on this gigantic scale is not popular among the anthracite workers, and their reluctance to be drawn into it offers the best chance of peace that now remains. Meanwhile the authorities of Pennsylvania are preparing for trouble. A new State constabulary was organized recently for dealing with just such situations, and it is expected that before April 1 the whole mining region will be patrolled by specially trained mounted troops. Both sides are laying up reserves—the miners of money and the operators of coal. Consumers are beginning to prepare famine stocks as well, and the price of soft coal at Chicago jumped sharply upward on the first news of the impending conflict.

The conference between the United Mine Workers and the soft-coal operators at Indianapolis in the first week in February failed to agree. The miners demanded an increase in wages, which the operators positively refused to grant. President Mitchell of the United Mine Workers told how prosperous the country was, and asked: "Why should not the miners enjoy some of this



PRESIDENT MITCHELL OF THE MINE WORKERS

F. L. ROBBINS, LEADER OF OPERATORS

COAL MINERS THROWING DOWN THE GAUNTLET

Calling the roll in the Indianapolis joint conference on the operators' ultimatum



prosperity?" The operators held a caucus, in which they decided not to yield, and their leader, F. L. Robbins of Pittsburg, said: "I stand positively and determinedly against any advance whatever. There is nothing to warrant it."

With these conflicting ultimatums the joint conference dissolved on February 2 without agreeing upon a new wage scale to take the place of that

which will expire on April 1. The National Convention of the United Mine Workers of America, in session at the same place, adopted a resolution pledging the miners to act as a unit in refusing to sign an agreement for any district until all districts were satisfied. That means that if the miners of any single district fail to come to terms with their employers, all the 550,000 men controlled by the

United Mine Workers, both in the soft and hard coal fields, will strike and tie up the entire coal mining industry of the country. The men have about \$3,000,000 on hand already, and are preparing to increase their strike fund to \$6,000,000 by the 1st of April. There is much opposition to a strike among the anthracite workers, whose memories of the distress of 1902 are so fresh.

## CRITICAL POINTS IN EUROPE

### ALGECIRAS



THE Moroccan Conference is one of those large bodies that move slowly. Its speed is especially reduced by the fact that every one of the twelve partici-

pating Powers has to be satisfied with every step. At Portsmouth it was enough for the representatives of Japan and Russia to satisfy each other, and even that was not easy. But at Algeciras decisions agreeable to eleven members of the international jury may be upset by the obstinacy of the twelfth, even if the principal disputants are agreed.

For instance, the Conference on February 1 adopted certain reforms in taxation in Morocco. These included a provision for the collection of taxes on foreigners by the consuls, who were to keep one per cent of the amount for the cost of collection. Mr. Henry White, representing the United States, proposed that when the reformed Moroccan Administration should be able to do this work itself, it should be allowed to do so, with the same allowance for expenses to the Sultan previously granted to the consuls. The delegates from France, Italy, England, and Russia supported this proposition; the Germans made no objection, and it seemed about to be carried unanimously when one of the Spanish envoys made a heated speech in opposition, protesting that such an arrangement would be unjust to Spain. Thereupon Mr. White withdrew his suggestion. Still the Conference has succeeded in settling at least two important points, those of smuggling arms and of taxation, and the prospects of full agreement have brightened.

The participation of the United States in the Conference has been watched with suspicion by the opponents of President Roosevelt, who have been ready to seize upon the first mishap for an attack upon the Administration. But on January 31 the Democratic Senator Patterson of Colorado distressed his party by delivering a formal defence of the Presidential policy in this and other matters. "I believe," said he, "that Democrats should feel distinctively friendly and cordial to the President. . . . If the Democratic Party had elected its candidate at the last election I doubt whether we would find him now as earnestly and zealously and fearlessly engaged in maintaining the rights of all of the people as against certain wealthy classes who consolidate their wealth to yet further increase it and their political power." With or without authority, Mr. Patterson seemed to take it for granted that our influence at Algeciras would be cast on the side of Germany, as the advocate of the "open door," and against the exclusive claims of France. The French, however, have displayed a conciliatory spirit in commercial matters, taking their stand on their claim to political preponderance, especially in the matter of police. With this, of course, the United States has nothing to do.

### PARIS

THE DEPLORABLE SCENES that attended the enforcement of the first Associations law in France were repeated to some extent when the time came to put into effect the new law for the separation of Church and State. Under this act it became necessary on February 1 for the authorities to enter the churches and take an inven-



MOORISH ENVOYS WELCOMED BY THE GOVERNOR

### THE BALKANS

THE FIRST INDICATION of good sense displayed by the Christian States of the Balkan Peninsula has brought them into a position of desperate difficulty. The obvious course of wisdom for them, from the time they won their freedom from the Turks, has been to agree among themselves for the security of what they have gained and the extension of their liberty to their brethren still under Moslem rule. But in their insane jealousies they have spent their time until lately in internecine squabbles. Servia attacked Bulgaria without provocation twenty years ago, because she resented the union of Eastern Rumelia with the principality. She was properly punished for that assault at Slivnitza, and her folly proved of some advantage to the world by giving George Bernard Shaw the material for his best play. The jealousy between Bulgaria and Greece has been so intense that Greece would not accept Bulgarian help even when the conquering army of Edhem Pasha was at her gates. But now the Servians and Bulgarians are ready to bury their old differences and come together. They have concluded a treaty providing for an absolute customs union—that is to say, the abolition of the custom-house fence between them and the adoption of a common tariff against the outside world. This step, important enough in itself, is regarded as the forerunner of still more significant changes. It is thought to be the beginning of a political as well as of a commercial union, which in time may be extended to unite the whole peninsula in a single federation. Even Servia and Bulgaria would make together a state of considerable consequence, with over a quarter the area of Germany and more than the population of Sweden. If the whole Balkan Peninsula, including Rumania and Macedonia, could be federated, it would be a Power with the area and population of Spain, and its people would be masters of their own destinies.

But this is precisely what the formidable neighbors of the Balkan States do not want, and therefore the beginnings of harmony are to be suppressed at any cost. Austria has ordered Servia to reject the customs union with Bulgaria on pain of total exclusion from the Austrian markets. This is a serious matter for Servia, which sells six times as much to Austria-Hungary as to all the rest of the world combined, and about sixty-five times as much as to Bulgaria. In the case of Bulgaria, too, the trade with Austria-Hungary has been nearly thirty times as important as that with Servia. Both countries have been very poor customers for each other, but the determination to draw their relations closer is now strong in both. The Bulgarian Sobranje has confirmed the agreement with Servia in spite of the Austrian protest, and in Servia there have been anti-Austrian demonstrations by the

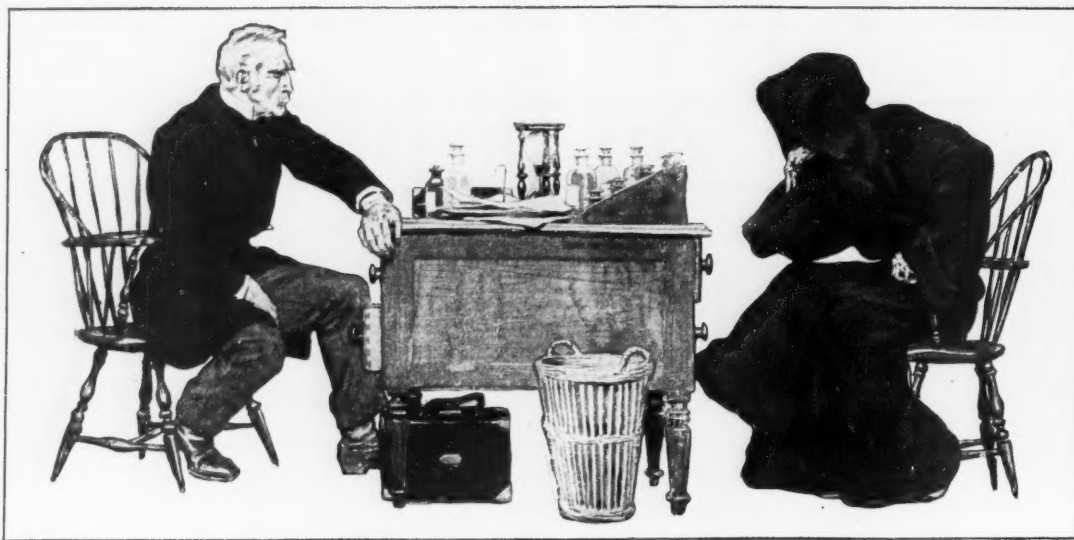


THE MOROCCAN CONFERENCE AT ALGECIRAS—SCENE AFTER AN ADJOURNMENT

tory of their contents as a basis for arrangements to be made with the voluntary associations to which the property was to be transferred. When this was undertaken crowds of worshippers in some of the churches resisted the officers, and pitched battles were fought with chairs, sticks, swords, sword-canes, red pepper, and fire hose. Scores were more or less seriously hurt and scores more arrested.

The situation is complicated by the fact that King Peter is in a frightful position between the assassins of his predecessor and the rising demand for their punishment. He lives under the shadow of murder himself, and at the same time a persistent agitation is going on to make him take action which he is certain would cost his life. Moreover, it is asserted that each of the assassins holds Peter's written promise of immunity and promotion.

# AT EPHESUS



By GEORGIA WOOD PANGBORN

To this story was awarded the \$1,000 prize in COLLIERS Quarterly Contest, September to December, 1905

ILLUSTRATED BY WALTER APPLETON CLARK

BEFORE Dr. Winthrop had reached threescore he knew that the rest was to be but labor and sorrow. At first he made fluttered and restless plans to go to Montreal or New York, and find out certainly from some other physician who could judge impersonally, but his purse was less than light. And, after all, he knew—of course he did. Had he not accompanied old Madame Moore and young Henry Sturgis along that road? Milestone after milestone, he knew it, and how there was no turning back. So, after a more careful scrutiny of his bank-book than he had given it for many years, he withdrew, as it were, just out of the patient's hearing, and having subdivided himself into three, patient, family physician, and consulting physician, impartially considered the case of a certain old army surgeon who had somehow taken a mortal hurt in his liver, and must be long in dying. The subliminal third self thus consulted, shook his head in the manner assumed by physicians, since the memory of man runneth not to the contrary, to indicate an adverse opinion.

"But he won't be the first that's had to stand it," quoth this phantom oracle; then, mercifully: "Of course, toward the last there's morphine—when it gets too bad."

It was already pretty bad at times. Dr. Winthrop looked wistfully at the small aluminum case of the hypodermic syringe on the desk before him. But the Counselor, intercepting the look, spoke with great sternness: "Be sure the time has certainly come before you let him have that."

And Dr. Winthrop said: "I promise to be very sure."

One gives promises either to one's self or to another. Those given to one's self are subject to inextinguishable sophistries, and not to be relied upon in matters of moment. In making this promise, Dr. Winthrop fixed his eyes rather wildly on a picture in an oval black-walnut frame above his cabinet of instruments. It was a faded, smiling photograph,—a somewhat young and inexperienced face to play the part of Eikon in that grim and out-at-elbow little office, above so gray and worn a worshiper. Yet there may have been more strength in its invincible youth and ignorance than could have been afforded the little gentleman by some maturer idol. It is certain, at least, that he looked at it often and steadily during the next year or so, when its unwavering smile upheld him minute by minute during interminable evenings.

"Perhaps it isn't enough just to die," seemed to be her argument. "Perhaps, by suffering, one gains—something or other—out of proportion to what one endures. I'd love to tell you about it, but they won't let me."

A more tangible argument lay in the village people's need. He knew, without pride, what comfort and safe counsel were to be had of him. Some of the houses that he daily passed were like tall ships piloted by him to their anchorage through dangers that had sunk many such.

Then there were the boys and girls he had ushered into life, guided through teething and measles, and whose confidence he held so utterly that the town

was not, like so many of its size, an "awful place to bring up children." It is easy for young mariners to get a point or two off the course, and bring up in sorrowful "No Man's Land." And parents are apt to be fools. The mercy of the drug is insidious. It clouds one's judgment. His eyes being proven clearer than most, he must keep them so.

So the Doctor gave some thought to Jim Bludsoe, and his manner of staying at the wheel among flames. There is much in the feeling that one is in good company when beginning some lonesome, brave undertaking. He went through his morning paper for stories of heroism—engineers, ship captains, firemen—and when among news of politics, murders, and society, he found a paragraph of the sort he was after, things were easier through the day; his shoulders would faintly imitate the old military carriage, and anxious patients, who had begun to see that something was wrong, would say: "You're looking better to-day, Doctor."

But at last came a time when the invisible counselor said, the matter being once more referred to him: "There's nothing to do now but to make him as comfortable as possible." The eyes of the picture also smiled consent, and it seemed agreed upon that the old army surgeon might now take his departure in honorable peace.

He did this with greater composure because of the arrival of Dr. Leonard, for whom he conceived such liking that within a month the new shingle was tacked below Dr. Winthrop's, and the young man's trunk stood in the upstairs bedroom which the invalid had given up, his nights as well as his days being now mostly passed in a great upholstered chair by the fireplace of the study adjoining the office.

Having thus bestowed the mantle of Elijah, the Doctor also entrusted to young Elisha the last rites of his own case, and settled down to the now brief business of dying with what ease and dignity he might. To play solitaire, doze painlessly, and work fitfully at a translation of the second part of "Faust"—a task which he had long ago assigned to a happier old age than had fallen to his lot—these were now his occupations; the big chair, the reading table with its circle of light, and the fireplace, the scene of his activities.

Still, his mind was not altogether at ease about the morphine, to the distress of Dr. Leonard, who decided that long and heroic abstinence had induced a Quixotic habit of thought.

"Well, it isn't as if my bearing the pain could help anybody," Dr. Winthrop would say, justifying himself before he reluctantly accepted relief.

"You'd have given it to a patient long ago."

"Of course. But it's too damnably easy for doctors."

Yet when the first factitious glow of relief dwelt briefly in his poor nerves, the doubts would vanish for a while.

"When I think what I escape, it almost seems as if it made up for the evil it does."

And this to Dr. Leonard seemed better sense.

By Christmas the village had ratified Dr. Winthrop's

choice of a successor. Those who had unwillingly, since his sickness, gone over to the venerable homeopathist, Dr. Williams, or to young Cleighton, joyfully brought back their pains and aches to the small brick house where two signs now hung. They had found safety and wisdom under that roof for many years. This new young man could hardly go far wrong, they reasoned, so long as the town's High Priest still lived there to give him counsel. Moreover, the young Elisha was good to look upon, and had large measure of what the ladies enthusiastically called "magnetism." But this word has so long been deprived of its meaning through overuse and mouthing that it must be defined at length if it is to be understood. By these things you may know those who have it: if an airless room becomes purified by their entering it; if, when you are afraid to die, something about them subtly convicts you of cowardice; if, when you are in great distress of mind as well as body, doubting which dark road-turning to take, everything cheerfully untangles while that cool, matter-of-fact touch is on your wrist.

Just as Dr. Leonard held the old-time practice of Dr. Winthrop nicely in his palm, diphtheria broke out in the schools, like forest fire. It started, of course, in French Hollow. Any epidemic always began there, the people being weak and inferior—degenerate, perhaps—certainly having rather a hard time of it, first and last, for the children must go to the factories as soon as they learn the multiplication table, and they marry, as often as not, boy and girl, before sixteen.

In the Hollow was a primary school with seventy-five pupils, crowded three in a seat. It began with the littlest one of all who attended school for just a week, and spent most of her recesses in the young teacher's lap. Suddenly she came no more. When word was brought that she was dead, the teacher cried, right before all the pupils. The next day she did not come to school herself, but instead there appeared a member of the board, with side whiskers and eye-glasses, who, holding a queer-smelling handkerchief before his face, briefly declared a vacation. The teacher was the first patient Dr. Leonard lost after he put out his sign.

Then followed two cases at the Academy on the Hill, and the town grew interested and more out of patience than ever with French Hollow, exhaling misfortune, and wickedness, and death upon them, from its humble position at their feet. "It's as bad as the city slums," they said.

Dr. Williams and Dr. Cleighton having been brought up in that region, partook of the town's prejudice against "Cajans" in general, so when the plague let loose upon the Hollow in all its dreadfulness, their share of the work was performed in a rather perfunctory way. Perhaps it would be fairer to say that none of their Hill patients was neglected.

But, however that may be, it is certain that for the most part it was Dr. Leonard who went to and fro in that poisonous and sorrowful Acadia. On the Hill there were nurses with caps, and aprons, and certificates, but not in French Hollow. Only Father Labelle, grim and ascetic, with but little English to his tongue,



and with fiery hatred of all things Anglo-Saxon, would frequently come in as Dr. Leonard went out, and often took his turn at helping the body as well as the soul. At first this fierce little priest was superciliously civil to the physician, then he was haughty and would not speak, but toward the end he softened and warmed as only such natures can; and if souls are ever prayed into Heaven, that of Dr. Leonard will not escape salvation.

The limits of Dr. Winthrop's world now admitted but little more than his *Zweiter Theil*—his game of patience and his semi-waking sleep. No hint of any especial cause for anxiety in the world he was rapidly leaving ever reached him from Dr. Leonard.

"Everything going all right?" he would ask now and then with his kind, withered smile, and half forget the question before the cheerful answer came:

"First rate, thank you."

But Mrs. Shampine, the housekeeper, knew, and kept a neat meal ready for serving at any hour of the day or night. She had many relatives in the Hollow. The first distant tinkle of the sleigh-bells was a signal for heavy-footed haste in the kitchen.

One bitter day, at the four o'clock twilight, Dr. Leonard came in more wearily than usual, and, having made but sad work of his smile of greeting to the invalid, stood before the fire in sombre abstraction, holding his stiff hands to the blaze, while Mrs. Shampine's hurry resounded through the house. Dr. Winthrop, looking drowsily up from his cards, forgot for a minute the manœuvre which he was about to perform with the upheld ace. This and that began to fit together in his tired brain, until a thing that had troubled him for a while that afternoon, and then had faded into inconsequence with other troubles, returned with clamor.

"Is there much sickness about, Oscar?" he asked in his faded voice.

"Some influenza just now."

He placed his ace and drew another card, but was not satisfied.

"There was a funeral," he said, "this afternoon."

Dr. Leonard gave him a quick, sidelong glance, tightened his mouth, and stared at the fire. Several cards fell softly into place.

"Who is dead?"

Dr. Leonard's foot touched a log, which rolled noisily forward on the hearth and demanded all his attention to keep it from burning the rug. When this was adjusted, there was much to do in brushing up the cinders. But Dr. Winthrop did not forget.

"Who was it, Oscar?"

The answer came slowly—

"A little girl—from the Hill."

"What little girl?"

The old man's voice hinted indignation. All the small undeveloped personalities of the town were as definite to him as to their own parents—some of them more so. He never thought of them generically as "girls" or "boys."

"Letty Moore," said Leonard, at last, softly.

Dr. Winthrop dropped his cards. His head sunk on his chest, his whole body became collapsed and feeble even beyond its habit.

"Letty Moore! How is that possible? Wasn't it yesterday she came in with her Christmas doll?"

"No, Doctor, that was two weeks ago."

Then Dr. Winthrop must have all the symptoms. He dragged them out, one by one. Dr. Leonard could prevaricate a little if the necessity were great, but the art of direct lying was forever beyond him. He gave up one bit of truth after another, miserably hoping that the obscured brain might not be able to put them together and name the total. But all the dozing faculties were waking now, and focusing. After brief pondering the question came sharply.

"Is it epidemic?"

"Is what epidemic?"

"Diphtheria, of course."

"It's nothing that we can't handle."

Dr. Winthrop tremulously cast off the afghan that was wound about his knees like a cocoon, and grasped the arms of his chair.

"Help me up."

He had risen before a hand could reach him, but after wavering an instant sank back into Leonard's arms.

"Miracles," he gasped, "are out of date."

"But we've really got it in hand," soothed Leonard, sick at heart. "Cleighton does pretty well, you know."

"Cleighton!"

"I never knew before how much I could get through in a day. It really is well covered, Doctor. Trust me."

"Oscar," said the old man very earnestly, "you must learn now how to be a machine. You must learn not to take it to heart when—they die. And Oscar—surely I don't need to caution you to be careful about—not to—no, there's no danger of that. But so many young men have wrecked themselves—overdrawn their accounts hopelessly. God help us doctors, with temptation always at our elbow!"

At this hint, Leonard looked away with a strange, veiled expression, which if the Doctor had seen it might have made him suspect that his warning was not so unnecessary as he had hoped; but his eyelids had drooped with pain and weariness.

"I shall use the best judgment I have," said Leonard rather harshly after a moment's silence.

Mrs. Shampine's sleek black head appeared. "Soo-pay ready, M'sieu," and Dr. Leonard hurried out.

He was gone hardly five minutes, yet when he returned hardly seemed in such haste as the swift disposal of his meal indicated, for he fell into meditation before the fire, his fur cap on his head, and his great-coat over his arm, remaining in that position so long that Dr. Winthrop looked up in perplexity. The drawn, miserable look had faded before the influence of a good warm meal. His eyes were now clear and honestly cheerful, his cheeks healthfully flushed, instead of pinched and purple with cold. It was wonderful, Dr. Winthrop thought—the recuperative power of youth—and, as he had done many times before, he admired, with half shut, drowsy eyes, the fine lines of the jaw and forehead, the self-reliant carriage of the shoulders, and the lean, capable fingers, lit up by the red glow of the fire. He was leaving his people in good care, he thought contentedly, and while he dwelt upon this idea the dreams enfolded him with that tender mist which was not sleep, but just a strangeness falling over familiar things—a quiet invasion from the world behind the barrier—ghosts that came and smiled and softly vanished. Letty Moore sat down on the rug with her doll, her feet straight out, and began to re-braid its fuzzy, yellow hair. The oldest ghost of all, his grandfather, in preposterous stock and shirt collar,

Dr. Leonard's shoulder? She wanted to speak. Poor child, she often wanted to speak, but they would never let her.

Leonard stirred, beginning to draw on his overcoat, and the room was cleared of visions as a pool is cleared of reflections by a pebble cast, though the kind, dead hand on the living shoulder persisted strangely after the vanishing of other unreal things.

But even when the coat was on the young doctor lingered, smiling as if there were some pleasant thought that he must finish before going back to his patients.

Dr. Winthrop, waking more and more fully, found himself wondering—even a little indignantly—at that spontaneous cheerfulness. He would have him cool and courageous; yet, was it natural to be—well—almost jolly, when little Letty Moore was hardly cold? But probably he had found a letter as well as a dinner. Letters from the right girl could do almost anything for a man. Once they had been able to render even the grim aftermath of battle less dreadful. Not that Dr. Leonard had ever admitted that there was a girl, but there always is one when a man is under thirty.

Leonard roused from his pleasant thoughts, and came over to arrange more conveniently the contrivances about the big chair. Then he went out whistling.

"I'll be back by midnight," he called back. "Good-by!" The snow crunched and squeaked under his feet as he ran down the walk to the waiting sleigh.

Mrs. Shampine brought in a bowl of broth.

"Did the doctor eat a good supper?"

"Nossir." Her face was perplexed. "Me, I cooked 'em a good shicken, nice and hot. He jus' tas'e 'em and push 'em away. But pretty soon 'e feel good, 'e say. Guess 'e had soopay somewhere else," she hazarded with some resentment. "She was a awful good shicken, her. But 'e don't eat nothing hardly at all these days."

"Were there letters to-day?"

"Nossir; jus' a paper."

An idea came to Dr. Winthrop, slowly and heavily.

It was so like the pain in its coming that he mistook it at first for that.

"You may go, thank you," he said to Mrs. Shampine. Then he put back, without tasting, the spoonful of broth which he had been about to take, and sat very still for a long time. He saw again the shadowy figure with its warning hand upon the broad shoulder.

"I have been very blind." He looked up at the picture. "Was it really you, my dear? If I could be sure of that, it would make everything so simple and easy. Well, I shall know soon, and at any rate that doesn't affect the conclusion."

He took his hypodermic syringe out of its case and dropped it among the coals.

"God help us all," he whispered.

At midnight Dr. Leonard came back, heavy-eyed and with dragging feet, to find the fire dead, while on the hearth Dr. Winthrop lay in a moaning heap, grasping a handful of ashes and the broken hypodermic. Having quickly administered the delayed prescription with an instrument from his own vest pocket, the young man held his patient in his arms until the breath came easily and the groaning ceased. The first words dismayed him.

"Oscar, I'm—not going to use that—any more."

"What?"

"I can do what others have done."

Dr. Leonard looked sharply at the closed eyes and bit his lip. At last, speaking with professional cheerfulness, "Can't allow it, Doctor. You're my patient."

But the thing was too settled in Dr. Winthrop's own mind to allow of argument.

"It won't be long, you know."

They were silent for a while. The faint crackle of the lamp, whose oil

was nearly spent; the soft touch of snowflakes on the window, and the irregular breathing of the two men, seemed loud in the room. Dr. Leonard's voice was low, almost timid, when he finally spoke:

"What has given you that notion, Doctor?"

The yellow hand sought the firm and healthy one, clasping it strongly.

"You know."

There was no reply. The pressure was not returned.

"I can't stand for that, Oscar."

Dr. Leonard broke out in fretful argument:



He took his hypodermic syringe out of its case and dropped it among the coals

ranged up beside Dr. Leonard before the fire, standing with his back to it, his feet wide apart, and his coat-tails spread to get the heat. Between these, the oldest and youngest, the air thickened with many others. How could they all find space—those young fellows in blue—some in gray! They swarmed in by regiments. Through these there entered a gracious presence. Entered? She was always there, but not always visible, young and smiling, and dressed in the fashion of the sixties. Why did she look at him so intently—why did her shadowy hand rest in that motherly way on

"It's only while this lasts. I—why, you don't think I'd take morphia just for myself! But what right have I to forego anything—anything that will make me stronger—that will make just the difference between pulling them through and not pulling them through?"

"It won't do."

"I've lost ten already. Ten in one week." He turned his face away.

"Ten!" repeated Dr. Winthrop sadly. Then he must know all the names. But when nine were told off, including Letty Moore, Leonard stopped. The tenth name made difficulty in his throat.

"The tenth died an hour ago." Then, after delay—

"Rosalie St. Pierre. I worked hard. I was fool enough to pray."

"Perhaps such a pretty face is safer out of French Hollow."

"I'd have taken her out. I'd have married her."

The skeleton arm tightened about the young man's shoulders caressingly. Leonard broke down.

"These Hill people sneer at everything down there," he stammered. "She was the whitest—she was— Oh! I know what she was—and I couldn't save her. She cared, though. Labelle came between us with his crucifix and wafer, but before he shut me out she had looked at me—"

"Once I cared for some one who—went away. Yet not altogether away, I think."

"You think that? You've been through it and you think that?"

"Yes."

"I wish I could."

They talked on for a while in that strain, telling each other what the two dead women had been like, groping at the obscurity which now hid them. At last, when Dr. Winthrop felt that the flicker of artificial strength was departing, he returned to the beginning of the conversation, knowing that this might be his last chance to argue that grave matter.

"Oscar, remember that you are not to give me morphia again."

"But why—why?"

"For two reasons. The first is that I've taken a notion I'd like to hold up my head, over there, among those who bore the worst and died sober. That reason is sufficient in itself. The other is also sufficient in itself. The going without it will be my share—and all that I'm capable of accomplishing—in this trouble."

"But if I have to think of your enduring all that while I'm away, it will use me up completely. It won't help."

"Yes, it will. You will think, 'if he can do it, I can.'"

"It's not a habit. I swear, it's only during this crisis. I should hope I could stop without that."

"Very likely." Dr. Winthrop knew how unlikely it was. "But I shall do it in any case."

"But—do you want to make me worse than a murderer? You've no right to force me to accept such a sacrifice. Put yourself in my place."

"That's what I've been doing."

"I promise— Can't you believe my word?"

Leonard flung away to walk up and down the room, nervously twitching chairs out of his way, adjusting and readjusting trifles—muttering stormily:

"Look here. When I say I promise, I mean it."

"So do I," said Dr. Winthrop, calmly. "I promised while you were out. I tried to break it, too—" he looked at the spoiled hypodermic—but it held."

"But if I were as lost as you think me, you know

"I won't let you. You wouldn't let a patient of yours do such a thing."

"Promise." Dr. Winthrop moved restlessly with returning pain.

At last, but not because his will had weakened, Dr. Leonard gave in. He yielded because of something strange, solemn, and majestic that entered the room and took possession of everything in it. It overtopped that great pain and made nothing of death. It soothed and explained, but was not reducible, to words. His

own physical and mental distress slunk away ashamed. The gentle touch of snow on the window was as though dead fingers, growing impatient, were making signals there. The lamp went out, and he built the fire hot and bright, so that the room was full of wavering light and shadow.

Dr. Winthrop groaned heavily now and then. Once he said wistfully:

"Oscar, don't you think that maybe—it might be tonight?"

And after some deliberation the young doctor was able to say with a good conscience:

"I think it is quite possible."

With this possibility in mind he drew close to the great chair—and so, in the strong and cheerful fire-light, they spent the night.

"It's not so bad," Dr. Winthrop would sometimes say, his forehead clammy with the sweat of the struggle. "Nothing that I can't endure."

As the giant hours, called small, dragged on, Dr. Leonard became aware that his youth had departed from him forever. But something better had replaced it—something so much better that there could be no reasonable regret for whatever of brightness had made way.

When solemn and important events are happening, one often perceives a persistent murmur in one's brain of Bible texts or fragments of great poems—large, simple phrases—*Leitmotives* out of the vague orchestra of things.

"Yea, though I walk through the Valley of the Shadow of Death"—thus one triumphant voice—"I shall fear no evil"—and passed like military music.

Another voice was more inclined to argument—perhaps it was even a little querulous.

"If after the manner of men I have fought with beasts at Ephesus, what advantageth it me if the dead rise not?"

"That's bargaining," mused the doctor. "One can't do that. Irrespective, though, of the dead and their rising, perhaps there's advantage in just having fought at Ephesus with beasts, and knowing one has done his best at it." He looked long at the dying face moving restlessly on the pillow, but instead of dissolving in the weak agony of pity and remorse which had but now overwhelmed him, he was conscious of an influx of courage and of an undefined hope. Here was no squalor and despair. Instead it was invigorating and fine, like the clean air of mountains and oceans.



He looked long at the dying face moving restlessly on the pillow

perfectly well that such a sacrifice wouldn't have the slightest influence."

"I don't think you lost. By and by—when you think it over—remember I thought it a very small price to pay—then you will be able to judge whether it was the only price."

"But you miss the point. What, if it is dangerous—so long as it's the only way to save those children? You'd do it yourself."

"I might. But I won't let you."

"Doctor, don't do it. I simply couldn't stand it to let you."

"My promise is given. Dying people have a right to obedience when their minds are clear. Mine is very clear."





# THE PUZZLER

## THE STORY OF A PRIME MINISTER AND A MONKEY

By RUDYARD KIPLING



Giuseppe's face turned from the reaching, yearning monkey to the pink and white biscuits spiked on the bronze leafage

ILLUSTRATED BY F. C. YOHN

*The name of this story is adopted from a tree, the araucaria, a species of large evergreen with flat, stiff, sharp-pointed leaves. This tree is so difficult to climb that it is colloquially denominated a "monkey-puzzler." The tale deals with the antics of a certain ape who was decidedly puzzled, and with the emotions developed thereby in the breasts of three notable Britons*

COPYRIGHT 1906 BY RUDYARD KIPLING

I HAD not seen Penfentenyou since the Middle Nineties, when he was Minister of Ways and Woodside in De Thouar's first Administration. Last summer, though he nominally held the same portfolio, he was his Colony's Premier in all but name, and the idol of his own province, which is two and a half times the size of England. Politically, his creed was his growing country, and he came over to England to develop a Great Idea in her behalf.

Believing that he had put it *en train*, I made haste to welcome him to my house for a week.

That he was chased to my door by his own Agent General in a motor; that they turned the study into a Cabinet Meeting which I was not invited to attend; that the local telegraph all but broke down beneath the strain of hundred-word coded cables, and that I practically broke into the house of a stranger on a Sunday to get him telephonic facilities—are things I overlooked. All I objected to was his ingratitude, while I thus tore up England to help him. So I said: "Why on earth didn't you see your Opposite Number in Town instead of bringing office work here?"

"Eh? Who?" said he, looking up from his fourth cable since lunch.

"See the English Minister of Ways and Woodside." "I saw him," said Penfentenyou without enthusiasm.

It seemed that he had called twice on the gentleman, but without an appointment ("I thought if I wasn't big enough, my business was")—and each time had found him engaged. A third party, intervening, suggested that a meeting might be arranged if due notice were given.

"Then," said Penfentenyou, "I called at the Office at ten o'clock."

"But they'd be in bed," I cried.

"One of 'em was awake. He told me that—that 'my sort of questions'—he slapped the pile of cables—were only taken between eleven and two P. M. So I waited."

"And when you got to business?" I asked.

He made a gesture of despair. "It was like talking to children; they'd never heard of it."

"And your Opposite Number?"

Penfentenyou described him.

"Hush! You mustn't talk like that!" I shuddered. "He's one of the best of good fellows. You should meet him socially."

"I've done that, too," he said. "Have you?"

"No," said I, "but that's the proper thing to say."

"Oh, he said all the proper things. Only I thought as this was England—headquarters—that they'd more or less have the hang of all the—general hang-together of my Scheme. But I had to explain it from the beginning."

"Ah. They'd probably mislaid the papers," I said, and told him the story of a three-million-pound insurrection caused by a Deputy Under Secretary sitting upon a mass of green-labeled correspondence instead of reading it.

"I wonder it doesn't happen every week," he answered.

answered. "D'you mind my having my Agent General to dinner to-night? I'll wire, and he can motor down."

The Agent General arrived three hours later—a patient and expostulating person, visibly torn between the pulling Devil of a rampant colony, and the placid Baker of a largely uninterested England. But with Penfentenyou behind him, he had worked, for he told us that Lord Lundie (a Law Lord) was the final authority on the legal and constitutional aspects of the Great Idea, and to him it must be referred.

"Good Heavens alive!" thundered Penfentenyou. "I told you to get that settled last Christmas—"

"It was the middle of the house-party season," said the Agent General. "Lord Lundie's at Credence Green now—he always spends his holidays there. It's only forty miles off."

"Shan't I disturb His Holiness?" said Penfentenyou heavily. "Perhaps 'my sort of questions,'" he snorted, "mayn't be discussed except at midnight."

"Oh, don't be a child," I said.

"What this country needs—" said Penfentenyou, and for ten minutes he trumpeted rebellion.

Upon this I showed him a yellowish paper supplied gratis by Government, which is called Schedule D. To my merciless delight, he had never seen the thing before, and I completed my victory with a Brassey's Naval Annual, and a Statesman's Year Book.

The General Agent interposed with agent-generalities (but they were more provocateurs) about ties of sentiment!

"They be blowed!" said Penfentenyou. "What's the good of sentiment toward a Kindergarten?"

"Quite so. Ties of common funk are the things that bind us together, and the sooner you new nations realize it the better. What you need is an annual foreign invasion. Then you'd grow up."

"Thank you! Thank you!" said the Agent General. "That's what I'm always trying to tell them at home."

"But, my dear fool," Penfentenyou almost wept, "do you pretend that these banana-fingered amateurs are grown up?"

"You poor, serious, pagan man," I retorted, "if you take 'em in that way, you will wreck your Great Idea."

"Will you take him to Lord Lundie's to-morrow?" said the Agent General promptly.

"I suppose I must," I said, "if you won't."

"Not I. I'm going home," said the Agent General, and departed. (I am glad that I am no colony's Agent General.)

Penfentenyou continued to argue about naval contributions till 2.15 A. M., though I was victor from the first.

At ten o'clock I got him and his correspondence into the motor, and he had the decency to ask whether he had not been unpolished overnight. I replied that I waited an apology. This he made excuse for renewed arguments, and used wayside shows as illustrations.

We burst a tire within a mile of Credence Green, and,

to save time, walked into the beautifully kept little village. His eye was caught by a building of pale-blue tin, stenciled "Calvinist Chapel," before whose shuttered windows an Italian organ-grinder with a petticoated monkey was playing "Dolly Gray."

"Yes. That's it!" snapped the egoist. "That's the General Situation. And look at those brutes!" A huge household-removals van was halted at a public house. The men in charge were drinking beer from blue and white mugs. It seemed to me a pretty sight, but Penfentenyou said it represented the National Attitude.

Lord Lundie's summer resting-place we learned was a farm, a little out of the village, up a hill round which curled a high-hedged road. Only an initiated few spend their holidays at Credence Green, and they have trained the householders to keep the place select. Penfentenyou made a grievance of this as we walked up the lane, followed at a distance by the organ-grinder.

"Suppose he is having a house party?" he said. "Anything's possible in this insane land."

Just at that minute we found ourselves opposite an empty villa. Its roof was of black slate, with bright unweathered ridge-tiling; its walls were of blood-colored brick, cornered and banded with vermiculated stucco work, and there were stained glass, cobalt, magenta, and purest apple-green on either side the front door. It was fenced from the road by a low brick-pillared flint wall, topped with a cast-iron Gothic rail picked out in blue and gold.

Tight beds of geranium, calceolaria, and lobelia speckled the grass plat, from whose centre rose one of the finest araucarias (its other name, by the way, is "monkey-puzzler") that it has ever been my lot to see. It must have been full thirty feet high, and its foliage exquisitely answered the iron railings. Such bijou *ne plus ultras*, replete with all the amenities, do not, as I pointed out to Penfentenyou, transpire outside of England.

A hedge, swinging sharp right, flanked the garden, and above it, on a slope of daisy-dotted pasture, we could see Lord Lundie's tiled and half-timbered summer farmhouse. Of a sudden we heard voices behind the trees—the fine, full tones of the unembarrassed English, speaking to their equals—that tore through the hedge like sleet through rafters.

"That it is not called 'monkey-puzzler' for nothing, I willingly concede"—this was a rich and rolling note—"but on the other hand—"

"I submit, me lud, that the name implies it might, could, would, or should be ascended by a monkey, and not that the ascent is a physical impossibility. I believe one of our South American spider monkeys wouldn't hesitate. . . . By Jove, it might be worth trying, if—"

This was a crisper voice than the first. A third, higher pitched and full of pleasant affectations, broke in:

"Oh, practical man, there is no ape here. Way do

you waste one of God's own days on unprofitable discussion? Give me a match!"

"I've a good mind to make you demonstrate in your own person. Come on, Bubbles! We'll make Jimmy climb!"

There was a sound of scuffling, broken by squeaks from Jimmy of the high voice. I turned back, and drew Penfentenyou into the side of the flanking hedge. I remembered to have read in a paper that Lord Lundie's lesser name was "Bubbles."

"What are they doing?" he said sharply. "Drunk?" "Just playing! Superabundant vitality, you know. We'll watch 'em," I answered. The noise ceased.

"My deliver!" Jimmy gasped. "The Ram caught in the thicket and—I'm the only one who can talk Neapolitan! Leggo my collar!" He cried aloud in a foreign tongue, and was answered from the gate.

"It's the Calvinistic organ grinder," I whispered. I had already found a practicable break at the bottom of the hedge. "They're going to try with the monkey, I believe."

"Here—let me look!" Penfentenyou flung himself down and rooted, till he, too, made a peep-hole. We lay side by side commanding the entire garden at ten yards' range.

"You know 'em?" said Penfentenyou. "By sight only. The big fellow in flannels is Lord Lundie; the light-built one with the yellow beard painted his picture at the last Academy. He's a swell R. A., James Lavalle."

"And the brown chap with the hands?"

"Tomling—Sir Christopher Tomling—the South American engineer who built the—"

"San Juan Viaduct. I know," said Penfentenyou. "We ought to have had him with us. . . . D'you think a monkey would climb?"

The organ-grinder at the gate fenced his beast with one arm as Jimmy talked.

"Don't show off your futile accomplishments," said Lord Lundie. "Tell him it's an experiment. Interest him!"

"Shut up, Bubbles. You aren't in court," Jimmy replied. "This needs delicacy. Giuseppe says—"

"Interest the monkey," the brown engineer interrupted. "He won't climb for love. Cut up to the house and get some biscuits, Bubbles—sugar ones—and an orange or two. No need to tell our women-folk."

The huge white-clad figure lobbed off at a trot which would not have disgraced a boy of seventeen. I gathered from something Jimmy let fall that the three had been at Harrow together.

"That Tomling has a head on his shoulders," muttered Penfentenyou. "Pity we didn't get him for the Colony. But the question is—will the monkey climb?"

"Be quick, Jimmy. Tell the man we'll give him five bob for the loan of the beast. Now run the organ under the tree, and we'll dress it when Bubbles comes back," Sir Christopher cried.

"I've often wondered," said Penfentenyou, "whether it would puzzle one?" He had forgotten the needs of his growing nation, and was earnestly parting the whitethorn stems with his fingers.

Giuseppe and Jimmy did as they were told; the monkey following with a wary and malignant eye.

"Here's a discovery," said Jimmy; "the singing part of this organ comes off the wheels." He spoke volubly to the proprietor. "Oh! it's so as Giuseppe can take it to his room o' nights. And play it! D'you hear that? The organ-grinder after his day's devilment plays his accursed engine for love. For love, Chris! And Michael Angelo was one of 'em!"

"Don't jaw! Tell him to take the beast's petticoat off," said Sir Christopher Tomling.

Lord Lundie returned, very little winded, through a gap higher up the hedge.

"They're all out, thank goodness!" he cried, "but I've raided what I could. Marrons glacés—candied fruit—and a bag of oranges."

"Excellent!" said the world-renowned contractor.

"Jimmy, you're the lightweight—jump up on the organ and impale these things on the leaves as I hand 'em!"

"I see," said Jimmy capering like a springbok. "Upward and onward—eh? First he'll reach out for—(how infernal prickly these leaves are!)—this biscuit. Next we'll lure him a—(that's about the reach of his arm) with the marron glacé, and then—chuck it up—he'll open out this orange. How human! How like your ignoble career, Bubbles!"

With care and elaboration they ornamented that tree's lower branches with sugar-topped biscuits, oranges, bits of banana, and marrons glacés, till it looked a very ape's path to paradise.

"Unchain the Gyascutus," said Sir Christopher, commandingly. Giuseppe placed the monkey atop of the organ, where the beast, misunderstanding, stood on his head.

"He's throwing himself on the mercy of the Court, me lud," said Jimmy. "No—now he's interested. Now he's reaching after higher things. What wouldn't I give to have—here" (he mentioned a name not unhonored in British Art). "Ambition plucking apples of Sodom!" (the monkey had pricked himself and was swearing). "Genius hampered by Convention! Oh, there's a whole bushel of allegories in it!"



The chase reverberated over our heads, from the attics to the first floor and back again

"Give him time. He's balancing the probabilities," said Lord Lundie.

The three closed round the monkey, hanging on his every motion with an earnestness almost equal to ours. The great judge's head—seamed and vertical forehead, iron mouth, and pike-like under jaw, all set on that thick neck rising out of the white flanneled collar—was thrown against the puckered green silk of the organ-front, as it might have been a cameo of Titus. Jimmy, with raised eyes and parted lips, fingered his chestnut grizzled beard, and I was near enough to note the capable beauty of his hands.

Sir Christopher stood a little apart, his arms folded

behind his back, one heavy brown boot thrust forward, chin in as curbed, and black eyebrows lowered to shade the keen eyes.

Giuseppe's dark face, between flashing earrings, a twisted rag of red and yellow silk round his throat, turned from the reaching, yearning monkey to the pink and white biscuits spiked on the bronze leafage. And upon them all fell the serious and workmanlike sun of an English summer forenoon.

"Fils de Saint-Louis, monte au ciel," said Lord Lundie suddenly, in a voice that made me think of Black Caps. I do not know what the monkey thought, because at that instant he disappeared from between his master's hands.

There was a clash of broken glass behind the tree.

The monkey's face, distorted with passion, appeared at an upper window, and a starred hole in the stained-glass window to the left of the front door showed the first steps of his upward path.

"We've got to catch him," cried Sir Christopher. "Come along."

He pushed at the door, which was unlocked.

"Yes. But the ethics of the case?" said Jimmy. "Isn't this burglary or something, Bubbles?"

"Settle that when he's caught," said Sir Christopher. "We're responsible!"

A furious clanging of bells broke out of the empty house, followed by muffled gurglings and trumpeting.

"What the deuce is that?" I asked half aloud.

"The plumbing, of course," said Penfentenyou. "What a pity! I believe he'd have climbed if Lord Lundie hadn't put him off!"

"Wait a moment, Chris," said Jimmy the interpreter. "Giuseppe thinks he may answer to the music of his infancy. Giuseppe therefore will go in with the organ. Orpheus with his lute, you know. *Avante, Orpheus!* There's no Neapolitan for bathroom, but I fancy your friend is there."

"I'm not going into another man's house with a hurdy-gurdy," said Lord Lundie, recoiling, as Giuseppe unshipped the working mechanism of the organ (it developed a hang-down leg) from its wheels, slipped a strap round his shoulders and gave the handle a twist.

"Don't be a cad, Bubbles," was Jimmy's answer. "You couldn't leave us now if you were on the Woolsack. Play Orpheus! The Cadi accompanies."

With a whoop, a buzz, and a crash, the organ sprang to life under the hand of Giuseppe, and the procession passed through the grained-to-imitate-walnut front door. A moment later we saw the monkey on a rain-pipe by the eaves.

"He'll be all over the township in a minute if we don't head him!" said Penfentenyou, leaping to his feet, and rushing into the garden. We headed him with pebbles till he retired through a window to the tuneful reminder that he had left a lot of little things behind him. As we passed the front door, it swung open, and showed Jimmy the Artist sitting at the bottom of a newly cleaned staircase. He wagged his hands at us, and when we entered we saw that the man was stricken speechless. His eyes grew red—red like a ferret's—and what little breath he had whistled shrilly. At first we thought it was a fit, and then we perceived it was the inopportune mirth of the artistic temperament.

The house palpitated to an infamous melody punctuated by the stump of the barrel-organ's one leg, as Giuseppe, above, moved from room to room after his rebel slave. Now and again a floor shook a little under the combined rushes of Lord Lundie and Sir Christopher Tomling, who gave many contradictory orders. But when they could, they cursed Jimmy with splendid thoroughness.

"Have you anything to do with the house?" panted Jimmy at last. "Because we're using it just now," he gulped, "and I'm—ah—keeping cavé."

"It's all right," said Penfentenyou, and shut the door.

"Jimmy, you unspeakable blackguard! Jimmy, you



cur! You coward!" (Lord Lundie's voice overbore the flood of melody.) "Come up here! Giuseppe's saying something we don't understand."

Jimmy listened and interpreted, between hiccups: "He says you'd better play the organ, Bubbles, and let him do the stalking. The monkey knows him."

"By Jove, he's quite right," said Sir Christopher from the landing. "Take it, Bubbles, at once."

"My God!" said Lord Lundie in horror.

The chase reverberated over our heads, from the attics to the first floor and back again. Bodies and voices met in collision and argument, and once or twice the organ hit doors and walls. Then it broke forth in a new manner.

"He's playing it," said Jimmy. "I know his acute Judinian ear. Are you fond of music?"

"I think Lord Lundie plays very well for a beginner," I ventured.

"Ah, that's the trained legal intellect. Like mastering a brief. I haven't got it." He wiped his eyes and shook.

"Hi!" said Penfentenyou, looking through the stained-glass window down the garden. "What's that?"

A household-removals van, in charge of four men, had halted at the gate. An husband and his wife—householders beyond question—quavered irresolutely up the path. He looked tired. She was certainly cross. In all this haphazard world the last couple to understand a scientific experiment!

I laid hands on Jimmy—the clamor above drowning speech—and, with Penfentenyou's aid, propped him like an umbrella against the window, that he should see.

He saw, nodded, fell as an umbrella can fall, and, kneeling, beat his forehead on the shut door. Penfentenyou slid the bolt.

The furniture men reinforced the two figures on the path and advanced, spreading generously.

"Haden't we better warn them upstairs?" I suggested.

"No. I'll die first!" said Jimmy. "I'm pretty near it now. Besides, they called me names."

I turned from the artistic to the administrative temperament.

"If that's so, I think we'd better be going," said Penfentenyou, dealer in crises.

"Take me with you," said Jimmy. "I've no reputation to lose, but I'd like to watch 'em from—outside the picture."

"There's always a *modus vivendi*," Penfentenyou murmured, and tiptoed along the hall to a back door which he opened quite silently. We passed into a tangle of gooseberry bushes where, at his statesmanlike example, we crawled on all fours and regained the hedge.

Here we lay up, secure in our *alibi*.

"But your firm—" the woman was wailing to the men—"your firm promised me everything should be in yesterday. And it's to-day. It's to-day! You should have been here yesterday!"

"The last tenants ain't out yet, lydy," said one of them.

Lord Lundie was rapidly improving in technique, though organ-grinding, unlike the law, is more of a calling than a trade, and he hung occasionally on a dead centre. Giuseppe, I think, was singing, but I could not understand the drift of Sir Christopher's remarks. They were Spanish.

The woman said something we could not catch.

"You might 'ave sublet it," the man insisted, "or your gentleman 'ere might."

"But I didn't. Send for the police at once."

"I wouldn't say that, lydy. They're only fruit-pickers on a beano. They aren't particular where they sleep."

"D'you mean they've been sleeping there? I only had it cleaned last week. Get them out."

"Oh—if you say so, we'll 'ave 'em out of it in two twos. Alf, fetch me the spare swingle bar."

"Don't! You'll knock the paint off the door. Get them out!"

"What the 'ell else am I trying to do for you, lydy?" the man answered with pathos, but the woman wheeled on her mate.

"Edward! They're all drunk here, and they're all mad there. Do something," she said.

Edward took one short step forward, and sighed "Hullo!" in the direction of the turbulent house. The woman walked up and down, the very figure of Domestic Tragedy. The furniture men swayed a little on their heels, and . . .

"Got him!" The shout rang through all the

"Damn it all!" said Penfentenyou. "They do face the music, and they do stick by each other—in private life!"

"Ties of common funk," I answered. Giuseppe ran to the gate and fled back to the possible world. Lord Lundie and Sir Christopher, constrained by tradition, paced slowly.

Then it came to pass that the woman who walked behind them lifted up her eyes and beheld the tree which they had dressed. "Stop!" she called, and they stopped. "Who did that?"

There was no answer. The Eternal Bad Boy in every man hung its head before the Eternal Mother in every woman.

"Who put those disgusting things there?" she repeated.

Suddenly Penfentenyou, Premier of his Colony in all but name, left Jimmy and me, and appeared at the gate. (If he is not turned out of office, that is how he will appear on the day of Armageddon.)

"Well done, you!" he cried zealously, and doffed his hat to the woman. "Have you any children?" he demanded.

"Yes, two. They should have been here to-day. The firm promised—"

"Then we're not a minute too soon. It was a monkey—escaped—a most dangerous beast! Might have frightened them into fits. All that organ-grinder's fault! A most lucky thing these gentlemen caught it when they did. I hope you aren't badly mauled, Sir Christopher?"

Shaken as I was (I wanted to get away and laugh), I could not but admire the scoundrel's consummate tact in leading his second highest trump.

It took the trick. The couple smiled and gave respectful thanks for their deliverance by such hands from such perils.

"Not in the least," said Lord Lundie. "Anybody—any father—would have done as much, and—pray don't apologize—your mistake was quite natural." A furniture man sniggered here, and Lord Lundie

rolled an eye of Doom on their ranks. "By the way, if you have trouble with these persons—they seem to have taken as much as is good for them—please let me know. Er—Good-morning!" They turned into the lane.

"Heavens!" said Jimmy, brushing himself down, "who's that real man with the *real* head?" and we hurried after them, for they were running unsteadily, squeaking like rabbits as they ran. We overtook them in a little quiet wood half a mile up the road, where they had turned aside, and were rolling. So we rolled with them, and ceased not till we had arrived at the extremity of exhaustion.

"You—you saw it all then?" said Lord Lundie, rebuttoning his nineteen-inch collar.

"I saw it was a vital question from the first," responded Penfentenyou, and blew his nose.

"It was. By the way, d'you mind telling me your name?"

*Summa.* Penfentenyou's Great Idea has gone through, a little chipped at the edges, but in fine and far-reaching shape. His Opposite Number worked at it like a mule—a bewildered mule, beaten from behind, coaxed from in front, and propped on either soft side by Lord Lundie of the compressed mouth and the searing tongue.

Sir Christopher Tomling has been ravished from the Argentine, where, after all, he was but preparing trade routes for hostile peoples, and now adorns the forefront of Penfentenyou's Advisory Board. This was an unforeseen extra, as was Jimmy's gratis full-length (it will be in this year's Academy) of Penfentenyou, who has returned to his own place.

Now and again, from far off, between the slam and bump of his shifting scenery, the glare of his manipulated limelight, and the controlled rolling of his thunderdrums, I catch his voice, lifted in encouragement and advice to his fellow countrymen. He is quite sound on ties of sentiment, and—alone of Colonial Statesmen—ventures to talk of the ties of common funk.

Herein I have my reward.



"Madam," he began, wonderfully preserving the roll in his voice, "it was a monkey"

windows at once. It was followed by a blood-hound-like bay from Sir Christopher, a maniacal prestissimo on the organ, and loud cries for Jimmy. But Jimmy at my side rolled his congested eyeballs, owl-wise.

"I don't know them," he said. "I'm an orphan."

The front door opened, and the three came forth to short-lived triumph. I had never before seen a Law Lord dressed as for tennis, with a stump-leg barrel organ strapped to his shoulder. But it is a shy bird in this plumage. Lord Lundie strove to disembarass himself of his accoutrements much as an ill-trained Toby dog tries to escape backward through his frilled collar. Sir Christopher, covered with limewash, cherished a bleeding thumb, and the almost crazy monkey tore at Giuseppe's hair.

The men on both sides reeled, but the woman stood her ground.

"Idiots!" she said, and once more, "Idiots!"

I could have gladdened a few convicts of my acquaintance with a photograph of Lord Lundie at that instant.

"Madam," he began, wonderfully preserving the roll in his voice, "it was a monkey."

Sir Christopher sucked his thumb and nodded.

"Take it away and go," she replied. "Go away!"

I would have gone, and gladly, on this permission, but these still, strong men must ever be justifying themselves. Lord Lundie turned to the husband, who for the first time spoke.

"I have rented this house. I am moving in," he said.

"We ought to have been in yesterday," the woman interrupted.

"Yes, we ought to have been here yesterday. Have you slept there overnight?"

"No, I assure you we haven't," said Lord Lundie.

"Then go away. Go quite away."

They went—in single file down the path. They went silently, restraining the organ on its wheels, and re-chaining the monkey to the organ.

# THE GREAT AMERICAN FRAUD



By SAMUEL HOPKINS ADAMS

## VI—THE FUNDAMENTAL FAKES

ADVERTISING and testimonials are respectively the aggressive and defensive forces of the Great American Fraud. Without the columns of the newspapers and magazines wherein to exploit themselves, a great majority of the patent medicines would peacefully and blessedly fade out of existence. Nearly all the world of publications is open to the swindler, the exceptions being the high-class magazines and a very few independent spirited newspapers. The strongholds of the fraud are the dailies, great and small, the cheap weeklies, and the religious press. According to the estimate of a prominent advertising firm, above ninety per cent of the earning capacity of the prominent nostrums is represented by their advertising. And all this advertising is based upon the well-proven theory of the public's pitiable ignorance and gullibility in the vitally important matter of health.

Study the medicine advertising in your morning paper, and you will find yourself in a veritable goblin-land of fakery, peopled with monstrous myths. Here is an amulet in the form of an electric belt, warranted to restore youth and vigor to the senile; yonder a magic ring or a mysterious inhaler, or a bewitched foot-plaster which will draw the pangs of rheumatism from the tortured body "or your money back"; and again some beneficent wizard in St. Louis promises with a secret philtre to charm away deadly cancer, while in the next column a firm of magi in Denver proposes confidently to exorcise the demon of incurable consumption without ever seeing the patient. Is it credible that a supposedly civilized nation should accept such stuff as gospel? Yet these exploitations cited above, while they are extreme, differ only in degree from nearly all patent medicine advertising. Ponce de Leon, groping toward that dim fountain whence youth springs eternal, might believe that he had found his goal in the Peruna factory, the Liquezone "laboratory," or the Vita-Ore plant; his thousands of descendants in this century of enlightenment painfully drag themselves along poisoned trails, following a will-o'-the-wisp that dances above open graves.

### Newspaper Accomplices

If there is no limit to the gullibility of the public on the one hand, there is apparently none to the cupidity of the newspapers on the other. As the Proprietary Association of America is constantly setting forth in veiled warnings, the press takes an enormous profit from patent medicine advertising. Mr. Hearst's papers alone reap a harvest of more than half a million dollars per annum from this source. The Chicago "Tribune," which treats nostrum advertising in a spirit of independence, and sometimes with scant courtesy, still receives more than \$80,000 a year in medical patronage. Many of the lesser journals actually live on patent medicines. What wonder that they are considerate of these profitable customers! Pin a newspaper owner down to the issue of fraud in the matter, and he will take refuge in the plea that his advertisers and not himself are responsible for what appears in the advertising columns. *Caveat emptor* is the implied superscription above this department. The more shame to those publications which prostitute their news and editorial departments to their greed. Here are two samples, one from the Cleveland "Plain-Dealer," the other from a temperance weekly:

CURES CATARRH AND ASTHMA.  
FOREIGN SPECIALISTS GIVE REASON FOR  
MARVELOUS SUCCESS OF NEW  
REMEDY, ASCATCO

"Vienna, September 9.—The astonishing success of the Ascatco treatment for catarrh, asthma, and bronchitis is wholly attributed to its marvelous action on

the mucous membranes, and having no disturbing influence on other organs of the body.

"It is claimed by European savants, from whom this remedy emanated, that five hundred drops will cure permanently even the most obstinate cases. The dose is small and pleasant to take, being only seven drops twice daily. The Austrian dispensary, 32 West Twenty-fifth Street, New York, New York, will send a trial treatment of Ascatco free by mail to all sufferers who have not tested the wonderful curative powers of the specific."

THE AMERICAN ISSUE, AN ADVOCATE OF  
CHRISTIAN PATRIOTISM

OFFICIAL ORGAN OF THE ANTI-SALOON  
LEAGUE, COLUMBUS, OHIO

"Paul said: 'Prove all things; hold fast that which is good.' Vita-Ore has been before the American people for three decades, and is still growing in popularity. They have proven and hold fast to it. Read about it on last page. You can test and prove it without a penny risk."

### Green Goods "Cable News"

The "Ascatco" advertisement, which the "Plain-Dealer" prints as a cablegram, without any distinguishing mark to designate it as an advertisement, of course emanates from the office of the nostrum, and is a fraud, as the "Plain-Dealer" well knew when it ac-

THE PERUNA DRUG MANUFACTURING CO.,  
COLUMBUS, OHIO, U.S.A.

As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and we thought best to make inquiry as to your present state of health, and whether you still occasionally make use of Peruna.

We also want to make quite sure that we have your present street address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow 25 cents for each letter of inquiry. You have only to send the letter you receive, together with a copy of your reply to same and we will forward you 25 cents for each such pair of letters.

We hope you are still a friend of Peruna, and that our continued use of your testimonial will be agreeable to you. So are enclosing stamped envelope for reply.

Very sincerely yours,  
THE PERUNA DRUG MFG CO.  
Per Carr.

### PERUNA'S WAY OF PURCHASING TESTIMONIALS

cepted payment, and became partner to the swindle by deceiving its readers. The Vita-Ore "editorial" appears by virtue of a full-page advertisement of this extraordinary fake in the same issue.

Whether, because church-going people are more trusting, and therefore more easily befooled than others, or from some more obscure reason, many of the religious papers fairly reek with patent medicine fakes. Take, for instance, the "Christian Endeavor World," which is the undenominational organ of a large, powerful, and useful organization, unselfishly working toward

the betterment of society. A subscriber who recently complained of certain advertisements received the following reply from the business manager of the publication:

"DEAR SIR—Your letter of the 4th comes to me for reply. Appreciating the good spirit in which you write, let me assure you that, to the best of our knowledge and belief, we are not publishing any fraudulent or unworthy medicine advertising. We decline every year thousands of dollars' worth of patent medicine advertising that we think is either fraudulent or misleading. You would be surprised, very likely, if you could know of the people of high intelligence and good character who are benefited by these medicines. We have taken a great deal of pains to make particular inquiries of our subscribers with respect to this question, and a very large percentage of them are devoted to one or more well-known patent medicines, and regard them as household remedies. Trusting that you will be able to understand that we are acting according to our best and sincerest judgment, I remain, yours very truly,

"THE GOLDEN RULE COMPANY,  
"George W. Coleman, Business Manager."

Running through half a dozen recent issues of the "Christian Endeavor World," I find nineteen medical advertisements of, at best, dubious nature. Assuming that the business management of the "Christian Endeavor World" represents normal intelligence, I would like to ask whether it accepts the statement that a pair of "magic foot drafts" applied to the bottom of the feet will cure any and every kind of rheumatism in any part of the body? Further, if the advertising department is genuinely interested in declining "fraudulent or misleading" copy, I would call their attention to the ridiculous claims of Dr. Sheep's medicines, which "cure" almost every disease; to two hair removers, one an "Indian Secret," the other an "accidental discovery," both either fakes or dangerous; to the lying claims of Hall's Catarrh Cure, that it is "a positive cure for catarrh" in all its stages; to "Syrup of Figs," which is not a fig syrup, but a preparation of senna; to Dr. Kilmer's Swamp Root, of which the principal medicinal constituent is alcohol; and, finally, to Dr. Bye's Oil Cure for cancer, a particularly cruel swindle upon unfortunates suffering from an incurable malady. All of these, with other matter, which for the sake of decency I do not care to detail in these columns, appear in recent issues of the "Christian Endeavor World," and are respectfully submitted to its management and its readers.

### Quackery and Religion

The "Baptist Watchman" of October 12, 1905, prints an editorial defending the principle of patent medicines. It would be interesting to know whether the back page of the number has any connection with the editorial. This page is given up to an illustrated advertisement of Vita-Ore, one of the boldest fakes in the whole Frauds Gallery. Vita-Ore claims to be a mineral mined from "an extinct mineral spring," and to contain free iron, free sulphur, and free magnesium. It contains no free iron, no free sulphur, and no free magnesium. It announces itself as "a certain and never-failing cure" for rheumatism and Bright's disease, dropsy, blood poisoning, nervous prostration, and general debility, among other maladies. Whether it is, as asserted, mined from an extinct spring or bucketed from a sewer has no bearing on its utterly fraudulent character. There is no "certain and never-failing cure" for the diseases in its list, and when the "Baptist Watchman" sells itself to such an exploitation it becomes partner to a swindle not only upon the pockets of its readers, but upon their health as well. In the same issue I find "Piso's Cure for Consumption," "Bye's Cancer Cure," "Mrs. M. Summer's Female Remedy," "Winslow's Soothing Syrup," and "Juven Pills," some-



what disguised here, but in other mediums openly a sexual weakness "remedy."

A correspondent sends me clippings from "The Christian Century," leading off with an interesting editorial entitled "Our Advertisers," from which I quote in part:

"We take pleasure in calling the attention of our readers to the high grade of advertising which 'The Christian Century' commands. We shall continue to advertise only such companies as we know to be thoroughly reliable. During the past year we have refused thousands of dollars' worth of advertising which other religious journals are running, but which is rated 'objectionable' by the better class of periodicals. Compare our advertising columns with the columns of any other purely religious journal, and let us know what you think of the character of our advertising patrons."

Whether the opinion of a non-subscriber will interest "The Christian Century" I have no means of knowing, but I will venture it. My opinion is that a considerable proportion of its advertisements are such as any right-minded and intelligent publisher should be ashamed to print, and that if its readers accept its endorsement of the advertising columns they will have a heavy indictment to bring against it. Three "cancer cures," a dangerous "heart cure," a charlatan eye doctor, Piso's Consumption Cure, Dr. Shoop's Rheumatism Cure, and Ligozone make up a pretty fair "Frauds' Gallery" for the detection of "The Christian Century's" readers.

As a "convincing argument," many nostrums guarantee, not a cure, as they would have the public believe, but a reimbursement if the medicine is unsatisfactory. Ligozone does this, and faithfully carries out its agreement. Electro-gen, a new "germicide," which has stolen Ligozone's advertising scheme almost word for word, also promises this. Dr. Shoop's agreement is so worded that the unsatisfied customer is likely to have considerable trouble in getting his money back. Other concerns send their "remedies" free on trial, among these being the ludicrous "magic foot drafts" referred to above. At first 'tought it would seem that only a cure would bring profit to the makers. But the fact is that most diseases tend to cure themselves by natural means, and the delighted and deluded patient, ascribing the relief to the "remedy," which really has nothing to do with it, sends on his grateful dollar. Where the money is already paid, most people are too inert to undertake the effort of getting it back. It is the easy American way of accepting a swindle as a sort of joke, which makes for the nostrum readers ready profits.

#### Safe Rewards

Then there is the "reward for proof" that the proprietary will not perform the wonders advertised. The Ligozone Company offer \$1,000, I believe, for any germ that Ligozone will not kill. This is a pretty safe offer, because there are no restrictions as to the manner in which the unfortunate germ might be maltreated. If the matter came to an issue, the defendants might put their bacillus in the Ligozone bottle and freeze him solid. If that didn't end him, they could boil the ice and save their money, as thus far no germ has been discovered which can survive the process of being made into soup. Nearly all of the Hall Catarrh Cure advertisements offer a reward of \$100 for any case of catarrh which the nostrum fails to cure. It isn't enough, though one hundred times that amount might be worth while; for who doubts that Mr. F. J. Cheney, inventor of the "red clause," would fight for his cure through every court, exhausting the prospective \$100 reward of his opponent in the first round? How hollow the "guarantee" pretence is, is shown by a clever scheme devised by Radam, the quack, years ago, when Shreveport was stricken with yellow fever. Knowing that his offer could not be accepted, he proposed to the United States Government that he should eradicate the epidemic by destroying all the germs with Radam's Microbe Killer, offering to deposit \$10,000 as a guarantee. Of course, the Government declined on the ground that it had no power to accept such an offer. Meantime, Radam got a lot of free advertising, and his fortune was made.

No little stress is laid on "personal advice" by the patent medicine companies. This may be, according to the statements of the firm, from their physician or from some special expert. As a matter of fact, it is almost invariably furnished by a \$10-a-week typewriter, following out one of a number of "form" letters prepared in bulk for the "personal inquiry" dupes. Such is the Lydia E. Pinkham method. The Pinkham Company writes me that it is entirely innocent of any intent to

deceive people into believing that Lydia E. Pinkham is still alive, and that it has published in several cases statements regarding her demise. It is true that a number of years ago a newspaper forced the Pinkham concern into a defensive admission of Lydia E. Pinkham's death, but since then the main purpose of the Pinkham advertising has been to befool the feminine public into believing that their letters go to a woman—who died nearly twenty years ago of one of the diseases, it is said, which her remedy claims to cure.

#### The Immortal Mrs. Pinkham

True, the newspaper appeal is always "Write to Mrs. Pinkham," and this is technically a saving clause, as there is a Mrs. Pinkham, widow of the son of Lydia E. Pinkham. What sense of shame she might be supposed to suffer in the perpetration of an obvious and public fraud is presumably saved by the large profits of the business. The great majority of the gulls who "write to Mrs. Pinkham" suppose themselves to be addressing Lydia E. Pinkham, and their letters are not even answered by the present proprietor of the name, but by a corps of hurried clerks and typewriters.

letter of inquiry to her was answered by the patent medicine firm of Vanderhoof & Co., who enclosed some sample tablets and wanted to sell me more. There are many others of this class: it is safe to assume that every advertising altruist who pretends to give out free prescriptions is really a quack medicine firm in disguise.

One more instance of bad faith, to which the nostrum patron renders himself liable: it is asserted that letters of inquiry in the patent medicine field are regarded as private. "All correspondence held strictly private and sacredly confidential," advertises Dr. R. V. Pierce of the Golden Medical Discovery, etc. A Chicago firm of letter brokers offers to send to me fifty thousand Dr. Pierce Order Blanks at \$2 a thousand for thirty days; or I can get terms on Ozomulsion, Theodore Noel (Vita-Ore), Dr. Steven's nervous debility cure, Cactus Cure, women's regulators, etc.

With advertisements in the medical journals the public is concerned only indirectly, it is true, but none the less vitally. Only doctors read these exploitations, but if they accept certain of them and treat their patients on the strength of the mendacious statements, it is at the peril of the patients. Take, for instance, the Antikamnia advertising which appears in most of the high-class medical journals, and which includes the following statements:

"Do not depress the heart.  
Do not produce habit.  
Are accurate—safe—sure."

These three lines, reproduced as they occur in the medical journals, contain five distinct and separate lies—a triumph of condensed mendacity unequalled, so far as I know, in the "cure-all" class. For an instructive parallel, here are two claims made by Duffy's Malt Whiskey, one taken from a medical journal, and hence "ethical"; the other transcribed from a daily paper and therefore to be condemned by all medical men.

Puzzle: Which is the ethical and which the unethical advertisement?

"It is the only cure and preventative [sic] of consumption, pneumonia, grip, bronchitis, coughs, colds, malaria, low fevers, and all wasting, weakening diseased conditions."

"Cures General Debility, Overwork, La Grippe, Colds, Bronchitis, Consumption, Malaria, Dyspepsia, Depression, Exhaustion, and weakness from whatever cause."

All the high-class medical publications accept the advertising of "McArthur's Syrup of Hypophosphites," which uses the following statement: "It is the enthusiastic conviction of many (physicians) that its effect is truly specific." That looks to me suspiciously like a "consumption cure" shrewdly expressed in pseudo-ethical terms.

#### The Germicide Family

Zymotincine, if one may believe various medical publications, "will prevent microbic proliferation in the blood streams, and acts as an efficient eliminator of those germs and their toxins which are already present." Translating this from its technical language, I am forced to the conviction that zymotincine is half brother to Ligozone, and if the latter is illegitimate at least both are children of Beelzebub, father of all frauds. Of the same family are the "ethicals" acetone and keimol, as shown by their germicidal claims.

Again, I find exploited to the medical profession, through its own organs, a "sure cure for Dropsy." Hygeia Presents her latest Discovery," declares the advertisement, and fortifies the statement with a picture worthy of Swamp Root or Lydia Pinkham. Every intelligent physician knows that there is no sure cure for dropsy. The alternative implication is that the advertiser hopes to get his profit by deluding the unintelligent of the profession, and that the publications which print his advertisement are willing to hire themselves out to the swindle.

In one respect some of the medical journals are far below the average of the newspapers, and on a par with the worst of the "religious" journals. They offer their reading space for sale. Here is an extract from a letter from the "Medical Mirror" to a well-known "ethical firm":

"Should you place a contract for this issue we shall publish a three-hundred word report in your interest in our reading columns."

Many other magazines of this class print advertisements as original reading matter calculated to deceive their subscribers.

Back of all patent medicine advertising stands the testimonial. Produce proofs that any nostrum can not in its nature perform the wonders that it boasts, and its retort is to wave aloft its careful hoard of letters and cry:



THE TESTIMONIAL WRITERS' PORTRAITS, SHOWING THE HIGH ORDER OF INTELLECT WHICH CONTRIBUTES TO THE ADVERTISING OF PATENT MEDICINES

You get the same result when you write to Dr. Hartman, of Peruna, for personal guidance. Dr. Hartman himself told me that he took no active part now in the conduct of the Peruna Company. If he sees the letters addressed to him at all, it is by chance. "Dr. Kilmer" of Swamp Root fame wants you to write to him about your kidneys. There is no Dr. Kilmer in the Swamp Root concern, and has not been for many years. Dr. T. A. Slocum, who writes you so earnestly and piously about taking care of your consumption in time, is a myth. The whole "personal medical advice" business is managed by rote, and the letter that you get "special to your case" has been printed and signed before your inquiry ever reached the shark who gets your money.

An increasingly common pitfall is the letter in the newspapers from some sufferer who has been saved from disease and wants you to write and get the prescription, free. A conspicuous instance of this is "A Notre Dame Lady's Appeal" to sufferers from rheumatism, and also from female trouble. "Mrs. Summers" of Notre Dame, Illinois, whose picture in the papers represents a fat Sister of Charity, with the wan, uneasy expression of one who feels that her dinner isn't digesting properly, may be a real lady, but I suspect she wears a full beard and talks in a bass voice, because my

"We rest on the evidence of those we have cured."

The crux of the matter lies in the last word. Are the writers of those letters really cured? What is the value of these testimonials. Are they genuine? Are they honest? Are they, in their nature and from their source, entitled to such weight as would convince a reasonable mind?

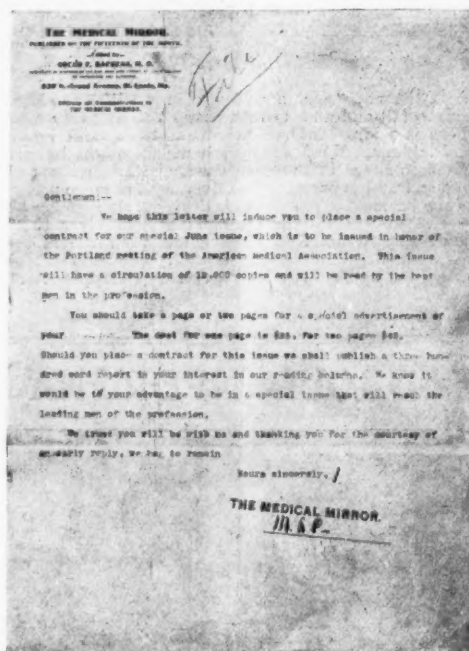
Three distinct types suggest themselves: the word of grateful acknowledgment from a private citizen couched in such terms as to be readily available for advertising purposes; the encomium from some person in public life, and the misspelled, illiterate epistle which is from its nature so unconvincing that it never gets into print, and which outnumbers the other two classes a hundred to one. First of all, most nostrums make a point of the mass of evidence. Thousands of testimonials, they declare, just as valuable for their purposes as those they print, are in their files. This is not true. I have taken for analysis, as a fair sample, the "World's Dispensary Medical Book," published by the proprietors of Pierce's Favorite Prescription, The Golden Medical Discovery, Pleasant Pellets, the Pierce Hospital, etc. As the dispensers of several nostrums, and because of their long career in the business, this firm should be able to show as large a collection of favorable letters as any proprietary concern.

#### Overworked Testimonials

In their book, judiciously scattered, I find twenty-six letters twice printed, four letters thrice printed, and two letters produced four times. Yet the compilers of the book "have to regret" (editorially) that they can "find room only for this comparatively small number in this volume." Why repeat those they have if this is true? If enthusiastic indorsements poured in upon the patent medicine people, the Duffy's Malt Whiskey advertising management would hardly be driven to purchasing its letters from the very aged and from disreputable ministers of the gospel. If all the communications were as convincing as those published, the Peruna Company would not have to employ an agent to secure publishable letters; nor the Liquezone Company indorse across the face of a letter from a Mrs. Benjamin Charteris: "Can change as we see fit." Many, in fact I believe I may say almost all, of the newspaper-exploited testimonials are obtained at an expense to the firm. Agents are employed to secure them. This costs money. Druggists get a discount for forwarding letters from their customers. This costs money. Persons willing to have their pictures printed get a dozen photographs for themselves. This costs money. Letters of inquiry answered by givers of testimonials bring a price—twenty-five cents per letter, usually. Here is a document sent out periodically by the Peruna Company to keep in line its "unsolicited" beneficiaries:

"As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and so we thought best to make inquiry as

to your present state of health, and whether you still occasionally make use of Peruna. We also want to make quite sure that we have your present street address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow twenty-five cents for each letter of inquiry. You have only



#### MEDICAL JOURNALISTIC ETHICS

A frank proposition to sell a nostrum favorable editorial mention

to send the letter you receive, together with a copy of your reply to same, and we will forward you twenty-five cents for each pair of letters.

"We hope you are still a friend of Peruna, and that our continued use of your testimonial will be agreeable to you. We are inclosing stamped envelope for reply. Very sincerely yours,

"THE PERUNA DRUG MANUFACTURING COMPANY,  
"Per Carr."

And here is an account of another typical method of collecting this sort of material, the writer being a young New Orleans man, who answered an advertisement in a local paper, offering profitable special work to a newspaper man with spare time.

"I found the advertiser to be a woman, the coarseness of whose features was only equalled by the vulgarity of her manners and speech, and whose self-assertiveness was in proportion to her bulk. She proposed that I set about securing testimonials to the excellent qualities of Peruna, which she pronounced "Pay-Runa," for which I was to receive a fee of \$5 to \$10, according to the prominence of "the guy" from whom I obtained it. This I declined flatly. She then inquired whether or not I was a member of any social organizations or clubs in the city, and receiving a positive answer, she offered me \$3 for a testimonial, including the statement that Pay-Runa had been used by the members of the Southern Athletic Club with good effects, and raised it to \$5 before I left.

"This female exhibited to me what purported to be a letter of introduction from ex-Governor Hogg of Texas: 'To Whom It May Concern,' and among other interesting documents sheets of letter-paper signed in blank by happy users of Pay-Runa, which she was to fill out to suit herself.

#### No Questions Desired

"Upon my asking her what her business was before she undertook the Pay-Runa work, she became very angry. Now, when a female is both very large and very angry, the best thing for a small, thin young man to do is to leave her to her thoughts and the expression thereof. I did it."

Testimonials obtained in this way are in a sense genuine; that is, the nostrum firm has documentary evidence that they were given; but it is hardly necessary to state that they are not honest. Often the handling of the material is very careless, as in the case of Doan's Kidney Pills, which ran an advertisement in a Southern city embodying a letter from a resident of that city who had been dead nearly a year. Cause of death, kidney disease.

In a former article I have touched upon the matter of testimonials from public men. These are obtained through special agents, through hangers-on of the newspaper business who wheedle them out of Congressmen or Senators, and sometimes through agencies which make a specialty of that business. A certain Washington firm made a "blanket offer" to a nostrum company of a \$100 job lot of testimonials, consisting of one De Wolf Hopper, one Sarah Bernhardt, and six "statesmen," one of them a United States Senator. Whether they had Mr. Hopper and Mme. Bernhardt under agreement or were simply dealing in futures, I am unable to say, but the offer was made in business-like form. And the "divine Sarah" at least seems to be an easy subject for patent medicines, as her letters

(Continued on page 26)

VERSES BY  
WALLACE IRWIN

## WHO'S ZOO IN AMERICA

SKETCHES BY  
E. W. KEMBLE

### CHARLES WARREN FAIRBANKS

TO persons not too cynical  
Who worship The Sublime,  
And dote on peak and pinnacle,  
I recommend this rhyme,  
To those who care for upper air  
And do not mind a climb.

Ye tourists who prefer to see  
How arctic mountains fare,  
By senatorial courtesy,  
Behold Mt. Fairbanks there,  
Eternal frizz, towering from his  
Ice-Presidential chair!

Mt. Bryan, quite volcanic,  
Pours lava fore and aft,  
And hot air most satanical  
He frequently doth waft;  
But Boreas shrieks when Fairbanks  
speaks—  
And people hate a draft.

The Senate loves him tenderly  
When leavening the lump;  
For though proportioned slenderly  
His private purse is plump,  
And clear and chill his passions rill  
Like water from the pump.



It's Theodore's combativeness  
Which weds him to his job;  
It's Fairbanks' un-get-at-iveness  
Which fends him from the mob—  
How hopeless were the barrier  
Of snows around the Snob!

But ethics Senatorial  
Might easily putresce,  
Through certain immemorial  
"Committee business,"  
Were't not a fact that Fairbanks' tact  
Refrigerates the mess.

Yet sooner would fierce Kublai Khan  
From gory conquest pause  
Than Fairbanks, the Republican,  
Would mar his Party's laws.  
His faith's secure—in fact, I'm sure  
He's frozen to the Cause.

Like Thought in palest dimity,  
Lovely and high of soul,  
He stands in chill sublimity,  
Ambition's sacred goal,  
The Ultimate of all that's great—  
The un-magnetic Pole!



# Like The Magic of The East

By "THE MILLER"

"TALK about Natural Magic!

"There's a sample of it for you.  
"The Hindoo Conjurer's greatest feat, which has made visitors to India stare hard and think themselves into a trance.  
"I mean that marvelous trick of making a Seed grow up into a Living Plant, before your very eyes.—while you wait.

"But it's just a dramatic bit of Nature-work, after all.  
"The speed with which the plant grows isn't half so wonderful as the fact that it grows at all, from such a tiny seed.

"We all know what Fertilizer does for the barren soil of Florida.

"And some of us have seen 'Plant-food' make starving flowers thrive and bloom in a fortnight, when they were dying out before.

"The magic consists in giving living things the stuff they need to make them grow.

"Now what makes the Yolk of an Egg grow into a chicken, when covered by the heat of the hatching hen?

"And what makes the 'Yolk' or Germ in a single Grain of Wheat shoot up through the warm ground into a three foot straw with a burly head of Grain on top of it?

"Isn't there wonder enough in that to make us think, and 'want to know'?

"Well, I'll tell you what makes the commonplace Egg, and the stupid looking Grain of Wheat work such miracles.

"It is Phosphorus that does it.

"It's the Phosphorus in the Yolk of Egg, and in the Yolk (or Germ) of wheat that carries the Life-Principle.

"The ablest writers on 'food' tell us that—

"Wherever Growth is most active, there will be found the most Phosphorus."

"And, another famous authority,—Buchner,—tells us that "Without Phosphorus Thought would be impossible.

"Because Phosphorus is the basis of all Growth in practically all living things, including Children and Grown-ups."

"And phosphorus is, too, what the Brain uses up in Thinking, and what the Nerves need to feed them and make them stronger after over-working."

"And,—of all the food forms of Phosphorus none is so fit for the body as the living 'Germ' or Seed-center of Wheat.

"That's the greatest stuff in this wide World, perhaps, to make Children grow up strong and straight, calm nerved, and mentally powerful.

"And, it's just as necessary for 'Grown-ups' who have to fight the battle of Life with the Skill that wears Brain, and the Courage that takes Nerve.

"Let me tell you that greater feats of Natural Magic have been performed on Human Beings by RALSTON HEALTH FOOD than the rapid Plant-Growing feat of the Hindoo Conjurer.

"You see Ralston Health Food is about the only perfectly preserved form of Wheat-Germ, that can be had today.

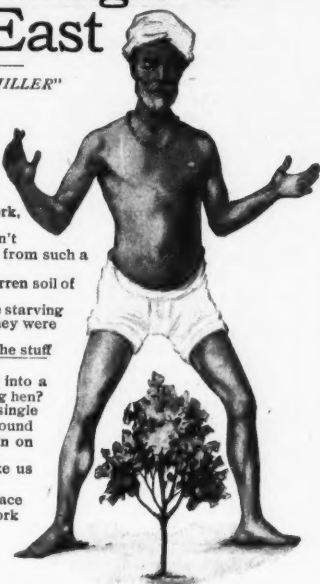
"It contains the Human Phosphorus, in a condition ready to Feed Nerve and Brain almost as soon as cooked and eaten."

"Moreover, it is rich in Gluten—that splendid Muscle and Brain Builder,—and it is cheap,—very cheap!

"Think of it—seven pounds of delicious Breakfast Cereal for a Ten Cent piece, when cooked five minutes. That's what a 10-cent package swells to. Get some from your Grocer.

"Telephone him now."

Made by the Ralston Purina Mills, St. Louis, Mo., and Portland, Oregon and Tillsonburg, Ont., Canada.



## RALSTON HEALTH FOOD

I Pay \$25 for the rare half dollars of 1853, and \$5 for the quarters, \$40 for the Stellas of 1879, \$30 for the gold dollars of 1875 and \$50 for the three dollars 1875, \$25 for dimes 1894 m. m. S. \$1 to \$250 each for the Territorial

### CERTAIN COINS

coins 1849 to 1861, and from \$1 to \$300 for thousands of other rare coins, stamps and paper money.

Send a stamp for an illustrated circular; it may lead to wealth and independence. The most reliable coin dealer, W. von BERGEN, Scollay Sq., C. W., Boston, Mass.

### WANTED



### THE LAW AT HOME

AS LINCOLN DID

The Home Law School Series

Now complete, prepares ambitious students for the Bar, only \$10; covers Theory & Practice

authoritatively, simply. Marks an epoch. First four sets at SPECIAL PRICE. Write

FREDERICK J. DRAKE & CO.

204 E. Madison Street, Chicago

### HEALTHY SPARKS

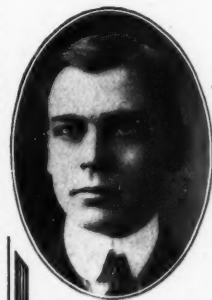
are always at your command if your gas engine is equipped with an APPLE AUTOMATIC SPARKER. No Switches. No Belts. No Batteries for starting or running. It insures a steady, reliable current all the time. Write for more information to The Dayton Electrical Mfg. Co. 121 St. Clair St. Dayton, Ohio.



## SANTA CRUZ CALIFORNIA

Climate the best. Near famous big trees. Roses bloom year round. Finest building on coast. Ideal home. Investments for Capitalists, Fruit Growers and Farmers. Send 2c. stamp to BOARD OF TRADE, Santa Cruz, California for illustrated booklet. Department B

**DO YOU STAMMER**  
Trial lesson explaining methods for "home cure" and FREE. Gold Medal, World's Fair, St. Louis. Geo. Andrew Lewis, No. 146 Adelaide St., Detroit, Mich.



O. L. Chase  
St. Louis, Mo.

was sold in two ways—either ready-mixed or the ingredients were bought and mixed by the painter.

Ready-mixed paint settles on the shelves, forming a sediment at the bottom of the can.

The mineral in ready-mixed paint, when standing in oil, eats the life out of the oil. The oil is the very life of all paints.

Paint made by the painter cannot be properly made on account of lack of the heavy mixing machine.

My paint is unlike any other paint in the world.

It is ready to use, but not ready-mixed. My paint is made to order after each order is received, packed in hermetically sealed cans with the very day it is made

NOTE.—My 8 Year Guarantee backed by \$50,000 Bond

# I Am the Paint Man

2 Full Gallons Free to Try—6 Months Time to Pay

I AM the paint man.

I have a new way of manufacturing and selling paints. It's unique—it's better.

Before my plan was invented paint

stamped on each can by my factory inspector.

I ship my pigment—which is white lead, zinc, drier and coloring matter freshly ground, after order is received—in separate cans, and in another can I ship my Oil, which is pure old process linseed oil, the kind that you used to buy years ago before the paint manufacturers, to cheapen the cost of paint, worked in adulterations.

I sell my paint direct from my factory to user at a very low factory price; you pay no dealer or middleman profits.

I pay the freight on six gallons or over.

My paint is so good that I make this wonderfully fair test offer:

When you receive your shipment of paint, you can use two full gallons—that will cover 600 square feet of wall—two coats.

If, after you have used that much of my paint, you are not perfectly satisfied with it in every detail, you can return the remainder of your order and the two gallons will not cost you one penny.

No other paint manufacturer ever made such a liberal offer.

It is because I manufacture the finest paint, put up in the best way, that I can make this offer.

I go even further.

I sell all of my paint on six months' time, if desired.

This gives you an opportunity to paint your buildings when they need it, and pay for the paint at your convenience.

Back of my paint stands my Eight Year, officially signed, iron-clad Guarantee.

**8 YEARS GUARANTEE**

This is the longest and most liberal guarantee ever put on a paint.

For further particulars regarding my plan of selling, and complete color card of all colors, send a postal to O. L. Chase, St. Louis, Mo.

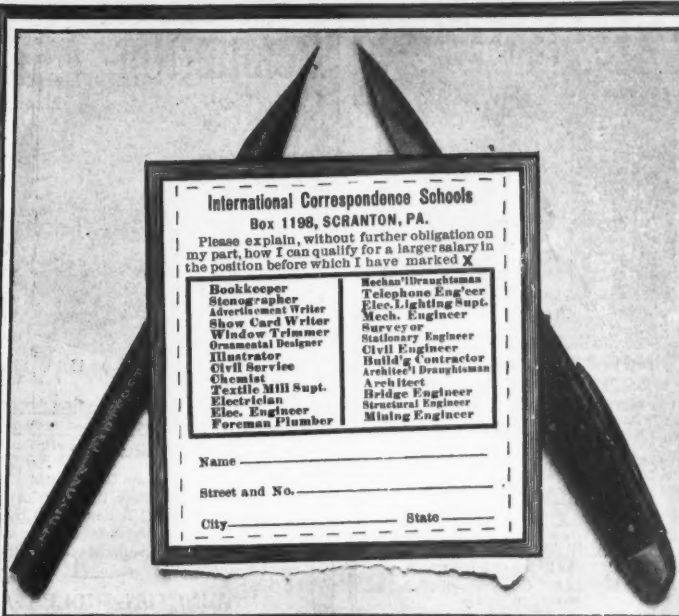
I will send my point book—the most complete book of its kind ever published—absolutely free. Also my instruction book entitled "This Little Book Tells How To Paint" and copy of my 8 year guarantee.

O. L. Chase  
The Paint Man  
609 C. Locust Street  
St. Louis, Mo.



Will make a FIRST-CLASS BOOK-KEEPER of you in 6 weeks for \$3 or RETURN MONEY. I find POSITIONS, too. FREE! WRITE: J. H. GOODWIN, Room 226, 1515 Broadway, New York

**TELEGRAPHY** Taught Quickly Positions Secured Expenses Low. Catalogue Free. DODGE'S INSTITUTE, Queen St., Valparaiso, Ind.



## Tools of Fortune

Every man is the architect of his own fortune, the only tools required to make the plans being a pencil and a knife. A pencil to indicate the CHOICE OF A CAREER on the famous I. C. S. coupon; a knife with which the coupon may be cut out for mailing.

Go where you will, you find in high positions men who have risen from the ranks solely by the help of the I. C. S.; men who were earning but a dollar a day; men with wives and children depending upon them; men with no education, but the ability to read and write.

Go where you will, you find these men to-day as Foremen, Superintendents, Managers, Engineers, Contractors, Owners. Their success reads like romance; and yet it is all readily understood once you know how EASY the I. C. S. makes the way.

Work at what you may, live where you will, choose what occupation you like, the I. C. S. can qualify you for it, by mail, in your spare time. It costs nothing to fill in, cut out and mail the coupon, asking how You can qualify for the position before which you mark X.

**WEBSTER'S INTERNATIONAL DICTIONARY**



**NEEDED in every HOME SCHOOL and OFFICE**

It is Reliable, Useful, Attractive, Lasting, Up To Date, and Authoritative. 2380 Pages, 5000 Illustrations. Recently added 25,000 New Words, New Gazetteer and New Biographical Dictionary. Editor W. T. Harris, Ph. D., LL. D., U. S. Com. of Ed'n. Highest Awards at St. Louis and at Portland.

Webster's Collegiate Dictionary, Largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience. 1116 pages and 1400 illustrations.

Write for "The Story of a Book"—Free. G. & C. MERRIAM CO., Springfield, Mass. GET THE BEST.

**1906 Model Remington-Sholes**

Most Complete Typewriter Equipment Made



Has interchangeable carriages, two release levers, two color ribbon features, a real pointer, tabulator, billing device.

Lightest key action

Will turn out more good work in a given time than any other make, is noiseless in operation, simple of construction, built to last under hard service.

Sent anywhere in the United States on ten days' test to prove its superiority. "Results Count," a handsome book of valuable typewriter information, and name of nearest representative free upon request.

**REMINGTON-SHOLES**  
1052 Majestic Building, Chicago

## THE GREAT AMERICAN FRAUD

(Continued from page 24)

to them are by no means rare. Congressmen are notoriously easy to get, and Senators are by no means beyond range. There are several men now in the United States Senate, who have at one time or another prostituted their names to the uses of fraud medicines, which they do not use, and of which they know nothing. Naval officers seem to be easy marks. Within a few weeks a retired admiral of the navy has besmirched himself and his service by acting as pictorial sales-agent for Peruna. If one carefully considers the "testimonials" of this class, it will appear that few of the writers state that they have ever tried the nostrum. We may put down the "public man's" endorsement, then, as genuine (documentarily), but not honest. Certainly it can bear no weight with an intelligent reader.

Almost as eagerly sought for as this class of letter is the medical endorsement. Medical testimony exploiting any medicine advertised in the lay press without investigation. In the Liquezone article of this series I showed how medical evidence is itself "doctored." This was an extreme instance, for Liquezone, under its original administration, exhibited less conscience in its methods than any of its competitors that I have encountered. Where the testimony itself is not distorted, it is obtained under false pretences, or it comes from men of no standing in the profession. Some time ago Duffy's Malt Whiskey sent out an agent to get testimonials from hospitals. He got them. How he got them is told in a letter from the physician in charge of a prominent Pennsylvania institution:

"A very nice appearing man called here one day, and sent in his card, bearing the name of Dr. Blank (I can't recall the name, but wish I could), a graduate of Vermont University. He was as smooth an article as I have ever been up against, and I have met a good many. He at once got down to business and began to talk of the hospitals he had visited, mentioning physicians whom I knew either personally or by reputation. He then brought out a lot of documents for me to peruse, all of which were bona fide affairs, from the various institutions, signed by the various physicians, or resident physicians, setting forth the merits, or use of 'Duffy's Malt Whiskey.' He asked if I had ever used it. I said yes, but very little, and was at the time using some, a fact, as I was sampling what he handed me. He then placed about one dozen small bottles, holding possibly two ounces, on the table, and said I should keep it, and he would send me two quarts free for use here, as soon as he got back.

### Getting a Testimonial from a Physician

"He next asked me if I would give him a testimonial regarding Duffy's Whiskey. I said I did not do such things, as it was against my principles to do so. 'But this is not for publication,' he said. I replied that I had used but little of it, and found it only the same as any other whiskey. He then asked if I was satisfied with the results as far as I had used it; I replied that I was. He then asked me to state that much, and I very foolishly said I would, on condition that it was not to be used as an advertisement, and he assured me it would not be used. I then, in a few words, said that 'I (or we) have used and are using Duffy's Malt Whiskey, and are satisfied with the results,' signing my name to the same. He left here, and what was my surprise to receive later on a booklet in which was my testimonial, and many others, with cuts of hospitals, ranging along with people who had reached one hundred years by use of the whiskey, while seemingly all ailments, save ringbone and spavin, were being cured by this wonderful beverage. I was provoked, but was paid as I deserved, for allowing a smooth tongue to deceive me. Duffy's Malt Whiskey has never been inside this place since that day, and never will be, while I have any voice to prevent it. The total amount used at the time, and before, was less than half a gallon."

This hospital is still used as a reference by the Duffy people. Many of the ordinary testimonials which come unsolicited to the extensively advertised nostrums in great numbers are both genuine and honest. What of their value as evidence?

Some years ago, so goes a story familiar in the drug trade, the general agent for a large jobbing house declared that he could put out an article possessing not the slightest remedial or stimulant properties, and by advertising it skillfully so persuade people of its virtues that it would receive unlimited testimonials to the cure of any disease for which he might choose to exploit it. Challenged to a bet, he became a proprietary owner. Within a year he had won his wager, with a collection of certified "cures" ranging from anæmia to pneumonia. Moreover, he found his venture so profitable that he pushed it to the extent of thousands of dollars of profits. His "remedy" was nothing but sugar. I have heard "Kaskine" mentioned as the "cure" in the case. It answers the requirements, or did answer them at that time, according to an analysis by the Massachusetts State Board of Health, which shows that its purchasers had been paying a dollar an ounce for pure granulated sugar. Whether "Kaskine" was indeed the subject of this picturesque bet, or whether it was some other harmless fraud, is immaterial to the point, which is that where the disease cures itself, as nearly all diseases do, the medicine gets the benefit of this *vix medicatrix natura*—the natural corrective force which makes for normal health in every human organism. Obviously, the sugar testimonials can not be regarded as very weighty evidence.

### Testimonials for a Magic Ring

There is being advertised now a finger ring which by the mere wearing cures any form of rheumatism. The maker of that ring has genuine letters from people who believe that they have been cured by it. Would any one other than a believer in witchcraft accept those statements? Yet they are just as "genuine" as the bulk of patent medicine letters, and written in as good faith. A very small proportion of the gratuitous endorsements get into the newspapers, because, as I have said, they do not lend themselves well to advertising purposes. I have looked over the originals of hundreds of such letters, and more than ninety per cent of them—this is a very conservative estimate—are from illiterate and obviously ignorant people. Even those few that can be used are rendered suitable for publication only by careful editing. The geographical distribution is suggestive. Out of one hundred specimens selected at random from the Pierce testimonial book, eighty-seven are from small, remote hamlets, whose very names are unfamiliar to the average man of intelligence. Only five are from cities of more than fifty thousand inhabitants. Now, Garden City, Kansas; North Yamhill, Oregon; Theresa, Jefferson County, New York; Parkland, Kentucky, and Forest Hill, West Virginia, may produce an excellent brand of Americanism, but one does not look for a very high average of intelligence in such communities. Is it only a coincidence that the mountain districts of Kentucky, West Virginia, and Tennessee, recognized as being the least civilized parts of the country, should furnish a number of testimonials not only to Pierce but to Peruna, Paine's Celery Compound, and other brands, out of all proportion to their population? Above is a group of Pierce enthusiasts and a group of Peruna witnesses. Should you on the face of this exhibit accept their advice on a matter wholly affecting your physical welfare? This is what the advertiser is asking you to do.

Secure as is the present control of the Proprietary Association over the newspapers, there is one point in which I believe almost any journal may be made to feel the force of public opinion, and that is the matter of common decency. Newspapers pride themselves upon preserving a respectable moral standard in their news columns, and it would require no great pressure on the part of the reading public (which is surely immediately interested) to extend this standard to the advertising columns. I am referring now not only to the


**Read the Directions**

(ON EACH PACKAGE) and FOLLOW them. READ the label in front —be SURE that your SOAP POWDER is

**Pearline**

You may be using one of the many IMITATIONS which Unscrupulous Grocers tell you (and it's false) is

**"Just as good as Pearline"**



**\$8,000 TO \$10,000 Yearly.**



This is not a large profit for owners of Merry-Go-Rounds. It is a delightful, attractive, big paying, healthful business. Just the thing for the man who can't stand indoor work or is not fit for heavy work. Just the business for the man who has some money and wants to invest it to the best possible advantage. We make the finest appearing and easiest running Merry-Go-Rounds manufactured. They are simple in construction and require no mechanical knowledge to operate. If you want to get into a money-making business, write today for catalogue and particulars.

**HERSCHELL-SPILLMAN CO.**  
Park Investment Builders  
183 Sweeney St. North Tonawanda, N. Y., U. S. A.

**Preserve and Beautify Your Shingles**

by staining them with

**Cabot's Shingle Stains**

They are made of Crocothol (the best wood preservative known), pure linseed oil and the best pigments, and give soft, velvety coloring effects (brown, green, bark-brown, silver-gray, etc.) that look better and wear better than any others. 50% cheaper than paint.

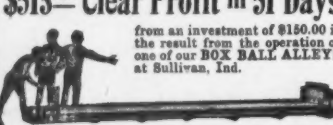
Send for stained wood samples and catalogue

**SAMUEL CABOT, 9 Oliver St., Boston, Mass.**  
Agents at all central points



**\$513.00 Clear Profit in 51 Days**

from an investment of \$150.00 is the result from the operation of one of our **BOX BALL ALLEYS** at Sullivan, Ind.



Why not go into this business yourself. You may enjoy similar results; any way it offers big results on the investment. \$500 now in use. This is no Gambling device, but a splendid Bowling Game for amusement and physical exercise. Patented by the best people of both sexes. *Room Free. WRITE TODAY.*

**AMERICAN BOX BALL COMPANY**  
1607 Van Buren St. Indianapolis, Ind.

**Make \$10.00 a Day**

One man and one machine can do this with a

**PETTYJOHN Concrete Block Machine**

An opportunity to the FIRST to WRITE us from each locality to start a BIG PAYING BUSINESS with small capital. If you are going to build a home you should have it.

Whole outfit costs only \$125.00. Sand, Water and Cement only materials required. One man can make 500 blocks daily. Machine sent on trial. WRITE FOR PARTICULARS.

**THE PETTYJOHN COMPANY**  
646 N. Sixth Street Terre Haute, Ind.



**SPLIT HICKORY FREE TRIAL 30 DAYS**

Free 1906 catalog now ready. 180 pages. 100 styles vehicles and harness. Biggest Bargains. Tell us what style vehicle you want.

**THE HARRIS BROS. CO.**  
H.C. Phelps, Pres.  
Station 274 Cincinnati, Ohio.

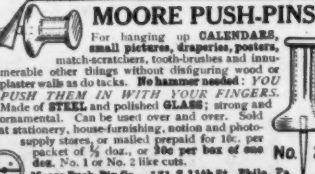
**\$35**



**MOORE PUSH-PINS**

For hanging up CALENDARS, small pictures, draperies, posters, matchbooks, tooth-brushes and innumerable other things without disfiguring wood or plaster walls as do tacks. No hammer needed: **YOU PUSH THEM IN WITH YOUR FINGERS.** Made of **ENAMEL** and polished **GLASS**; strong and ornamental. Can be used over and over. Sold at stationery, house-furnishing, notion and photo-supply stores, or mailed prepaid for 16c. per packet of 1/2 doz., or 30c per box of 50. No. 1 or No. 2 like cuts.

**Moore Push-Pin Co., 171 S. 11th St., Phila.-Pa.**





## Regal Differences

The chief difference between a Regal and a costly made-to-order shoe is just this: the made-to-order shoe you have to wait for, but the Regal is ready whenever you are.

The other differences favoring the Regal over every other shoe would fill a book. They begin with the Regal quarter-size fitting-system and go right down through the list: New and correct style in every model; true shape—and the kind that stays; the finest leathers ever tanned in soles and uppers; old-fashioned hand-workmanship wherever it does better work than machinery; and perfection of finish from tips to straps.

If you pay \$10 or \$12 for made-to-order shoes, you can't get better shoes than Regals—not even better fitting shoes.

### Get the Regal Style-Book

It's an authority on correct footwear, and it's sent free! Regal stores all over the country—but if you are not in easy reach of one of them, the Style-Book will bring one to you. Tells you how to order by mail, and how to get fitted without taking chances of dissatisfaction.

### Quarter Sizes!

**WINDSOR**  
**\$3.50**  
Style No. 16211  
A shoe of most pronounced style and one of the best shoes that ever bore the Regal name. Made of King Calf, the finest all-round leather ever tanned. High slope toe, extension sole.

**\$3.50** Seventy-five Regal Styles—and the regular price is \$5.50 as usual. But to meet an insistent demand, we have made up a number of special models at \$4 per pair. All of the leathers and other materials in them are the best of the best—and few genuine custom-made \$12 shoes equal their handsome appearance.

Regal shoes are delivered, carriage prepaid, anywhere in the United States, and all points covered by the Parcel Post System, for 35 cents extra to cover delivery charges.

### 102 REGAL STORES NOW

38 New Ones this Season

#### Regal Shoe Stores—Men's

Boston, Mass.—113 Summer St., 169 Tremont St.  
New York—165-167 B'way, Cor. Ann & Nassau, Duane & B'way, 785 B'way, 1211 B'way, 1541 B'way, 166 W. 42nd St., 507 8th Ave., 6th Ave. & 21st St., 150 E. 14th.  
Brooklyn, N. Y.—357 Fulton St., 1001 B'way, 111 B'way, 465 5th Ave.  
Jersey City, N. J.—40 Newark Ave., Phila., Pa.—1218 Market, 722 Chestnut, 1224 Market, S. E. cor. 8th & Race, Newark, N. J.—841 Broad St., Chicago, Ill.—103 Dearborn St., St. Louis, Mo.—618 Olive St., Detroit, Mich.—122 Woodward Ave., Washington, D. C.—1003 Pennsylvania Ave., Cleveland, O.—49 Euclid Ave., Louisville, Ky.—246 W. Market St., San Francisco, Cal.—420 Market St., 17 O'Farrell St., St. Paul, Minn.—382 Robert St., Milwaukee, Wis.—217 Grand Ave., Cincinnati, O.—429 Vine St., Providence, R. I.—166 W. Westminster St., Atlanta, Ga.—4 Whitehall St., Minneapolis, Minn.—526 Nicollet Ave., Pittsburgh, Pa.—429 Smith St., Buffalo, N. Y.—211 Main St., Baltimore, Md.—6 E. Baltimore St., London, Eng.—97 Chapside, Utica, N. Y.—128 Genesee St., Nashville, Tenn.—315 Church St., Rochester, N. Y.—40 E. Main St., New Orleans, La.—521 Canal St., Syracuse, N. Y.—364 S. Saline St., Kansas City, Mo.—1019 Main St., Richmond, Va.—611 E. Broad St., Oakland, Cal.—29 San Pablo Ave., New Haven, Conn.—675 Chapel St., Los Angeles, Cal.—302 So. B'way, Denver, Col.—578 16th St., Seattle, Wash.—1211 Second Ave., Mexico City, Mex. City, Mex.—Parral, Mex. City, Mex.—Guadalupe, Mex. City, Mex.—Norfolk, Va.—8 Granby St., Newport, R. I.—176 Thames St., Alhambra, Pa.—1124 11th Ave., Tacoma, Wash.—11th & Commerce St., Panama, So. Am. Manilla, P. I., Honolulu, P. I., Taunton, Mass.—7 Main St., Hartford, Conn.—45 Appleton St., E. Whitman, Mass.—Opp. P. O., Wilkesbarre, Pa.—19 S. Main St., Tampa, Fla.—714 Franklin St., Birmingham, Ala., Haverhill, Mass.—97 Merrimack St., Schenectady, N. Y.

#### Regal Shoe Stores—Women's

Boston, Mass.—109 Summer St., 169 Tremont St.  
New York, N. Y.—125 B'way, 1259 B'way, 166 W. 42nd St., 5th Ave. & 21st St., Brooklyn, N. Y.—1003 B'way, 465 5th Ave., Newark, N. J.—441 Broad St., Phila., Pa.—1218 Market St., Jersey City, N. J.—40 Newark Ave., Cleveland, O.—49 Euclid Ave., Minneapolis, Minn.—526 Nicollet Ave., St. Paul, Minn.—382 Robert St., San Francisco, Cal.—420 Market St., 17 O'Farrell St., Buffalo, N. Y.—262 Main St., Providence, R. I.—252 Westminster St., Baltimore, Md.—4 E. Baltimore St., Chicago, Ill.—74 Washington St., Syracuse, N. Y.—364 S. Saline St., New Haven, Conn.—675 Chapel St., Richmond, Va.—611 E. Broad St., Oakland, Cal.—29 San Pablo Ave., Los Angeles, Cal.—302 So. B'way, Denver, Col.—578 16th St., Seattle, Wash.—1211 2d Ave., Mexico City, Sava-nah, Ga.—118 Whitaker St., Norfolk, Va.—8 Granby St., Newport, R. I.—176 Thames St., Alhambra, Pa.—1124 11th Ave., Tacoma, Wash.—11th & Commerce St., Panama, So. Am. Taunton, Mass.—7 Main St., Monterey, Mex. E. Whitman, Mass.—Opp. P. O., Wilkesbarre, Pa.—19 S. Main St., Tampa, Fla.—714-16-18 Franklin St., Haverhill, Mass.—97 Merrimack St.

#### REGAL SHOE CO., Inc.

MAIL-ORDER DEPT.:  
BOSTON, MASS., 707 SUMMER STREET  
Mail-Order Sub-Stations:  
Factory, East Whitman, Mass., Box 707, San Francisco, Cal., 890 Market Street, London, Eng., E. C., 97 Chapside, cor. Lawrence Lane.  
The Largest Retail Shoe Business in the World  
Regal Shoes for Men and Women

## Have Your Massage This Way-By Hand



This is the jar the barber buys.



This is the jar the druggist sells for home use.



Some barbers have "massage machines" with which a sort of grease must be used. When you get a massage in a barber shop, always tell the barber that you want a **hand-massage with Pompeian Massage Cream**. Machines cannot duplicate the movements of hand massage, nor can any greasy imitations duplicate the properties of the genuine

## Pompeian Massage Cream

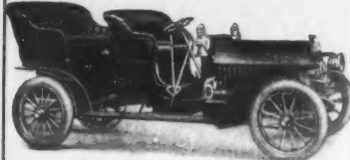
which contains no oil or grease of any kind. It takes away shaving soreness and removes susceptibility to it by strengthening the skin—every man who shaves needs Pompeian for that reason. Furthermore, it cleans the pores of all soap, grease, dirt, and other foreign matter, leaving the skin clean and glowing without a sacrifice of the manly lines and character. It is *not* a cosmetic. It takes out wrinkles and blackheads, and makes the face feel alive.

Your wife or sister will be glad to have a jar of Pompeian Massage Cream in the house. Most women recognize the value of this preparation in maintaining a clean, clear, healthy skin. It contains no grease, and makes the use of face powders unnecessary.

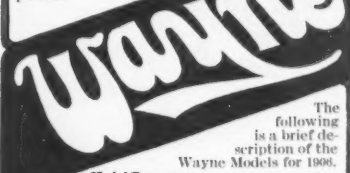
### Send for Generous Sample, Free

Regular size jars sent by mail where dealer will not supply. Price 50c, and \$1.00 a jar. **POMPEIAN MFG. CO., 3 Prospect St., Cleveland, Ohio**

This trade mark is on every bottle of genuine

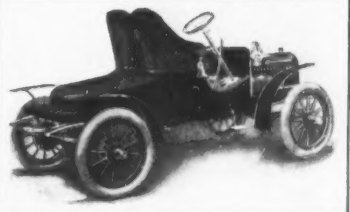


The Wayne Automobile Company manufactures a complete line of high-grade Automobiles, from the luxurious 7 passenger, 50 h. p. Touring car at \$3,500 shown at the top of this advertisement to the speedy and powerful 14 h. p. Runabout at \$800 shown below. We can supply cars to meet nearly all demands in construction, style and price.



The following is a brief description of the Wayne Models for 1906.  
Model F, 4 cylinder vertical, 50 h. p. engine. Price \$3500.00 with Limousine \$4500.00.  
Model K, 4 cylinder vertical, 35 h. p. engine. Price \$2500.00.  
Model B, 4 cylinder vertical 34-28 h. p. engine. Price \$2000.00.  
Model C, Double opposed 20 h. p. horizontal motor. Price \$1250.00.  
Model H, Two passenger Runabout. Double opposed 14 h. p. engine under hood. Planetary gear transmission with direct bevel gear drive. Price \$800.00. Crank case and transmission case form one casting, and the entire engine is "gettable" by lifting the front hood, and can be taken apart or assembled in half an hour.  
We shall appreciate your request for full information regarding any models in which you may be interested.

WAYNE AUTOMOBILE CO.  
Dept. C Detroit, Mich.



## Diamonds on Credit

### LOFTIS SYSTEM

### A Diamond for a Valentine

February is Often Called "Cupid's Month" From early childhood until that happy hour when she is a blushing bride, every woman looks back upon St. Valentine's Day as the day when little Sir Cupid sped his arrow many times. Write today for 66-page Catalog, 1,000 illustrations.

The sparkling Diamond is the true token of love. Now is the appropriate time to give to your lady-love a beautiful Diamond Ring. Truly it can be said that "Diamonds Win Hearts." Every young man is anxious to present his sweetheart with a beautiful Diamond Ring, but many feel that they cannot afford to do so. The Loftis System enables persons in all circumstances to make beautiful presents. There is no delay, publicity or security. The terms of payment are made to correspond with your income. Do not delay. Write today for our Catalog.

Our Magnificent New Catalogue contains 66 pages, 1,000 illustrations of beautiful Diamonds, Watches and Jewelry. Select the article you desire. It will be sent you on approval. If entirely satisfactory, retain it, paying one-fifth on acceptance and the balance in eight equal monthly payments. You will not miss the small payments from your income.

Diamonds as an Investment There is no better investment than a diamond, and they have increased in value quite largely during the past twelve months. Many people today are investing their money in Diamonds because of their rapidly increasing value.

High Grade Ladies' and Gents' Watches Elgin, Waltham, DeWitt and many other high grade movements, hundreds of different cases to select from, prices ranging from \$10.00 to \$100.00. Terms as stated above. There certainly is no reason why any person should be without a reliable timepiece when they can secure one on such liberal terms. We sell more high grade Watches than any other concern in the United States.

## LOFTIS BROS. & CO. 1838

Dept. B.38, 92 State St. • Chicago, Ill., U. S. A.  
The Old Original Diamonds-on-Credit House

## ATLANTIC CITY

Is the Place to Spend the Birthday of

## George Washington

and the new fireproof

## CHALFONTE

is the house at which to stay. Superior in its Appointments and its location

Send for Illustrated Folder and Rates to

## THE LEEDS COMPANY

## Why Fool The Standard Fountain Pen

with an ink dropper and old style pen?

No ink dropper—no muss—no smear No hump—no twist—no valves. No extra parts—no extra price. The Standard is a perfect fountain pen. It looks the same as the common kind—writes as well as the best—costs the same or less. You don't have to pay for the up-to-date features. Made with solid 14-karat gold pen of any style, guaranteed satisfactory. It cleans itself automatically as well as fills itself.

**SPECIAL OFFER**—Write us for Catalogue. If your dealer has not the Standard Pen, let us tell you how to get one free in return for his name and your co-operation.

STANDARD PEN CO., 205 Baker Bldg., Toledo, O.

## 100 SONGS FREE

MUSIC AND WORDS

We want to get our catalogue of sheet music in the hands of one million people as soon as possible. In order to do this, we are making this extraordinary offer: We will send a Book of 100 Songs embracing old and well-known songs, among which are: "Home Sweet Home," "Lullaby," "Meet Me by Moonlight," "Rocked in the Cradle of the Deep," "Swing Low Sweet Chariot," "What are the Wild Waves Saying," "The Sword of Bunker Hill," "Harp That Once Through Tara's Hall," "Danube River," "Old Arm Chair," "Old Robin Gray," "Little Barefoot Boy," "Bring Back My Bonnie," also Patriotic and National Airs and Sacred Songs. Everyone is interested in the songs of the old days, and very many of those contained in our one-hundred page book are out of print. Every household is delighted to have one of these books. To anyone sending us the names of seven people who are interested in music (to whom we will send our free catalogue), we will send this book of 100 songs, together with copy of our free catalogue. Write names plainly and send five 2c stamps to pay postage and mailing charges of the 100-page book.

McKINLEY MUSIC CO., 246 Wabash Avenue, Chicago



## BIG PRIZES to SEED USERS

WRITE for our interesting 1906 Catalogue of Seeds for the garden, farm and lawn, and read pages 2, 3 and 4. Get the book and read it—the quicker the better for you. It tells how you can secure

**\$1 Worth Vegetable or Flower Seeds FREE**

These are our specialties of unusual value, offered with the view of acquainting seed users with their rare merit. Read the full details of these striking offers in our free catalogue before you invest a penny in seeds.

Our catalogue tells the plain truth about seeds and quotes prices on every variety you can possibly want.

We want everybody to get the benefit of these splendid offers.

**\$1,000,000 GRAIN GROWERS' CONTEST**

If you plant wheat, corn or oats, read page 2 of the free catalogue, and learn how you can compete for the greatest prizes ever offered grain growers. By all odds the most colossal prize competition ever conceived in this or any other country.

**Our Catalogue is Free**  
Address just like this:  
**NORTHROP, KING & CO.**  
513 Northrup-King Bldg., Minneapolis, Minn.

## Raise SQUABS It Pays

Big profits. All-year-round business. Success certain if you start with our well-mated straight-bred Homers; 11,000 lb. of every pair sold. We guarantee actual mating stock. Squabs marketable when month old. Bring fancy prices. We'll teach you the business from mating to marketing. Write for beautifully illustrated book—free.

ATLANTIC SQUAB CO.  
Box B De Costa, N. J.

## Get An Incubator

made by "the man who knows"—founded on 20 years experience. You can make money with Miller's

**IDEAL INCUBATORS**

and Brooders; absolutely automatic and self-regulating. Positively Lowest Prices. Handsome 128 page Poultry Book free.

J. W. MILLER CO., Box 32, Freeport, Illinois

## 40 Days Free Trial

This Great Western 100-Egg Incubator is sold on 40 days free trial for \$10, to be paid for when satisfied. Positively the best incubator made; obtains most successful hatches. Best for the amateur as well as expert poultry raiser. Large Catalog FREE.

Great Western Incubator Co., 805 Liberty St., Kansas City, Mo.

## "MONEY in POULTRY"

Our new 64-page book tells how to make it; also how to feed, breed, grow and market poultry for best results; plans for houses and useful information. Illustrations and describes the largest pure-bred poultry farms in the world. Tells about our 30 leading varieties; quotes low prices on fowls, eggs, incubators and brooders. Send 4c in stamps to

F. FOY Box 24 Des Moines Ia.

## LIVINGSTON'S TRUE SEEDS

We will send either of these superb Collections and our new 104-page Seed Annual for only 10 cents. The 2 Collections 20 cents.

**FLOWERS** **VEGETABLES**

1 Pkt. each Choice Mixed Pansy, Eckford Sweet Pea, Mixed Aster, Mixed Nasturtium, Mixed Phlox. The Empty Bags of either Collection will be accepted by us at 5 cents each on any order amounting to 50 cents or over.

THE LIVINGSTON SEED CO., Box 101, Columbus, Ohio

## The Fresh Air Incubator

Fresh Air applied to Artificial Incubation in a new and effective way, making possible higher per cent hatches, brighter, stronger, healthier chicks.

3 Free Booklets on Artificial Poultry Production

1st—Standard Incubator, 2nd—An Incubator for beginners, 3rd—Universal Hatcher and Colony Brooder, 4th—Feeding chicks, 5th—What users are doing. Write for it today.

Prairie State Incubator Co., 431 Main St., Homer City, Pa.

## SHOEMAKER'S POULTRY BOOK

and Almanac for 1906 contains 224 pages, with many fine colored plates of fowls true to life. It tells all about chickens, their care, diseases and remedies. All about incubators and how to operate them. All about poultry houses and how to build them. It's really an encyclopedia of chickenhood. You need it. Price only 15 cts.

C. C. SHOEMAKER, Freeport, Ill.

## \$9,000 Poultry Catalogue

40 kinds Turkeys, Geese, Ducks, Chickens, fowls and eggs cheap. 100 grand pictures. 30 house plans. We make hens lay, cure diseases, etc. Send 10 cts. for mailing catalog. Incubators 30 Days Free Trial

J. R. Brabazon Jr. & Co., Box 17, Delavan, Wis.

## GEM INCUBATORS AND BROODERS

Time tested and proven success; thousands in use; sold direct to you at wholesale prices. You get the maker's guarantee and save the middleman's profit. The Removable Chick Tray and Nursery—feature no other has—explained in catalog. It's free. Write for it today.

Gem Incubator Co., Box 484, Troutwood, O.

## Take Your Choice

Guaranteed Self Regulating Incubators RENT at \$1 and \$2 per month. Let rent pay for it. We pay freight. Buy on 40 Days Trial or by parts and plan and build one. Prices, ready to use: \$5.00 up. Free catalog—tells all.

BUCKEYE INCUBATOR CO., Box 37, Springfield, Ohio

## BANTA INCUBATORS and Brooders

Low in price—fully guaranteed. Send for free book. Do it today.

Banta-Bender Mfg. Co., Dept. 62, Ligonier, Ind.

## GREIDER'S FINE CATALOGUE

of Standard brood poultry for 1906, printed in beautiful colors, contains Fine Chromo, illustrations and describes 80 varieties. Gives reasonable prices for stock and eggs, tells all about poultry, their diseases, etc. This book only 10 cents. B. H. GREIDER, Rheims, Pa.

Money in incubators. Poultry Book and Catalog

Columbia Incubator Co., Box 8, Delaware City, Del.

FREE

## THE GREAT AMERICAN FRAUD

(Continued from page 26)

unclean sexual, venereal, and abortion advertisements which deface the columns of a majority of papers, but also to the exploitation of several prominent proprietaries.

Recently a prominent Chicago physician was dining *en famille* with a friend who is the publisher of a rather important paper in a Western city. The publisher was boasting that he had so established the editorial and news policy of his paper that every line of it could be read without shame in the presence of any adult gathering.

"Never anything gets in," he declared, "that I couldn't read at this table before my wife, son, and daughter."

The visitor, a militant member of his profession, snuffed battle from afar. "Have the morning's issue brought," he said. Turning to the second page, he began on Swift's Sure Specific, which was headed in large black type, with the engaging caption, "Vile, Contagious Blood Poison." Before he had gone far the nineteen-year-old daughter of the family, obedient to a glance from the mother, had gone to answer an opportune ring at the telephone, and the publisher had grown very red in the face.

"I didn't mean the advertisements," he said.

"I did," said the visitor curtly, and passed on to one of the extremely intimate, confidential, and highly corporeal letters to the ghost of Lydia E. Pinkham, which are a constant ornament of the press. The publisher's son interrupted:

"I don't believe that was written for me to hear," he observed. "I'm too young—only twenty-five, you know. Call me when you're through. I'll be out looking at the moon."

Relentlessly the physician turned the sheet and began upon one of the Chattanooga Medical Company's physiological editorials entitled: "What Men Like in a Girl." For loathsomeness and gratuitous indecency, for leering appeal to their basest passions, this advertisement and the others of the Wine of Cardui series sound the depths. The hostess lasted through the second paragraph, when she fled, gasping.

### The Readers Can Regulate Their Papers' Advertising Columns

"Now," said the physician to his host, "what do you think of yourself?"

The publisher found no answer, but thereafter his paper was put under a censorship of advertising. Many dailies refuse such "copy" as this of Wine of Cardui. And here, I believe, is an opportunity for the entering wedge. If every subscriber to a newspaper who is interested in keeping his home free from contamination would protest and keep on protesting against advertising foulness of this nature, the medical advertiser would soon be restricted to the same limits of decency which other classes of merchandise accept as a matter of course; for the average newspaper publisher is quite sensitive to criticism from his readers. A recent instance came under my own notice in the case of the Auburn (New York) "Citizen," which bought out an old-established daily, taking over the contracts, among which was a large amount of low-class patent medicine advertising. The new proprietor, a man of high personal standards, assured his friends that no objectionable matter would be permitted in his columns. Shortly after the establishment of the new paper there appeared an advertisement of Juven Pills, referred to above. Protests from a number of subscribers followed. Investigation showed that a so-called "reputable" patent medicine firm had inserted this disgraceful paragraph under their contract. Further insertions of the offending matter were refused and the Hood Company meekly accepted the situation. Another Central New York daily, the Utica "Press," rejects such "copy" as seems to the manager indecent, and I have yet to hear of the paper's being sued for breach of contract. No perpetrator of unclean advertising can afford to go to court on this ground, because he knows that his matter is indefensible.

Our national quality of commercial shrewdness fails us when we go into the open market to purchase relief from suffering. The average American, when he sets out to buy a horse, or a house, or a box of cigars, is a model of caution. Show him testimonials from any number of prominent citizens, and he would simply scoff. He will perhaps take the word of his life-long friend, or of the pastor of his church, but only after mature thought fortified by personal investigation. Now observe the same citizen, seeking to buy the most precious of all possessions, sound health. Anybody's word is good enough for him here. An admiral whose puerile vanity has betrayed him into a testimonial; an obliging and conscienceless Senator; a grateful idiot from some remote hamlet; a renegade doctor, or a silly woman who gets a bonus of a dozen photographs for her letter—any of these are sufficient to lure the hopeful patient to the purchase. He wouldn't buy a second-hand bicycle on the affidavit of any of them; but he will give up his dollar and take his chance of poison on a mere newspaper statement which he doesn't even investigate. Every intelligent newspaper publisher knows that the testimonials which he publishes are as deceptive as the advertising claims are false. Yet he saves his conscience with the fallacy that the moral responsibility is upon the advertiser and the testimonial giver. So it is: but the newspaper shares it. When an aroused public sentiment shall make our public men ashamed to lend themselves to this charlatanism, and shall enforce upon the profession of journalism those standards of decency in the field of medical advertising which apply to other advertisers, the Proprietary Association of America will face a crisis more perilous than any threatened legislation. For printers' ink is the very life-blood of the noxious trade. Take from the nostrum venders the means by which they influence the millions, and there will pass to the limbo of pricked bubbles a fraud whose flagrancy and impudence are of minor import compared to the cold-hearted greed with which it grinds out its profits from the sufferings of duped and eternally hopeful ignorance.

## The Impending Coal Strike

By E. I. LEWIS

STEAM coal is to this country what blood or air is to the human being. Without it activity ceases; factory wheels stop, transportation facilities come to a standstill, industry is paralyzed. It requires at this time one million tons of coal each one of the three hundred and sixty-five days of the year to keep going all of the complex industrial machinery that gives us national vitality and life. Over ninety per cent of that million tons is bought and consumed by less than ten per cent of the people. It is thrown under the boilers to keep up our national steam. The other ten per cent, bought and consumed by over ninety per cent of the population, serves but to keep our bodies from becoming numb. The remarkable feature of this phase of our industrial life is that the country is always running on a very small margin of supply. We store our corn, our wheat, and our salt, and even water for a year's drain or famine. If you will investigate in your own town or city you will find that the largest factories and the public services, such as electric lighting plants and street and interurban railways, are operating, as a rule, with less than a ten days' supply of coal ahead. True, one hears that the anthracite operators, an-

## RAISE FOWLS for PROFIT

and pleasure. It's easy with the

**Standard CYPHERS Incubator**

1906 pattern; guaranteed to hatch More and Healthier chicks than any other. 30 days trial. We'll start you right. Complete outfit for door-yard or farm. Complete Catalogue and Poultry Guide 228 pages (11x17) Free if you mention this periodical and send name of two near by poultry raisers. Write nearest office.

CYPHERS INCUBATOR CO.

Buffalo; Boston; Chicago; New York; Kansas City or San Francisco

## Miss Lippincott's LOWER SEEDS

Nasturtium, 20 Varieties  
Royal Show Pansy, 100 Colors  
Sweet Pea, 40 Varieties  
Aster, Mixed, all kinds  
These Four Packets (50c value) for 1c and name of two flower loving friends.  
My 14th annual catalog and book, "Floral Culture," FREE.  
MISS C. H. LIPPINCOTT  
228 10th St., N., Minneapolis, Minn.

## 60 DAYS FREE TRIAL

That's the way we sell the Success Incubator. We give you an opportunity of taking off two hatches and thoroughly trying machine. Send it back if not satisfactory. Send for free illustrated catalog.

AMERICAN BROODER CO.

Box 101, Racine, Wis.

## ROSES & SEEDS FREE

50c WORTH

Free rose bush, due bill for 50c worth of free seeds, and a free packet of seed will be sent to all sending for our handsome new catalog. Send 10c to pay postage.

A. A. BERRY SEED CO., Box 58, CLARINDA, IOWA

## Our Money-Back Guarantee

Every incubator we sell absolutely money-back guaranteed to all who claim it. The 1906 Reliable is the only incubator with double heating system. Free catalog tells all about it. Pure-bred Poultry and Eggs for hatching. Ask for prices.

Reliable Incubator & Brooder Co., Box B 193, Quincy, Ill., U. S. A.

## 40 BREEDS

Fine pure bred chickens, Ducks, geese and turkeys. Northern raised, hardy and very beautiful. Largest poultry farm in the Northwest. Fowls, eggs and incubators at low prices. Send 4c for fine 70-page poultry book and catalog.

R. F. NEUBERT, Box 788, MANKATO, MINN.

## Poultry That Pays

Good quality necessary. Our birds won 2765 Prizes in last 10 mos. under competent judges. Hundreds of more quality for sale. Great Central Incubators guaranteed. Our free Poultry Book, guide to money-making. Send 5c to stamps for mailing.

F. W. HILMAN CO., Box 91, Freeport, Ill.





## No Results No Pay

WE have spent a vast amount of money experimenting with Poultry Feeds—com- pound, grinding and mixing different grains with seeds, alfalfa and meat in hundreds of combinations. Then feeding it and watching what happened.

The result of this time and money is

### Purina Poultry Feeds

They will cause a hen to lay all the eggs she should, day after day, year after year, winter and summer, and will keep her healthy and vigorous every minute.

And they will do it every time—not just once in a while.

But don't take our word for it—try the Purina Feeds on your hens at our expense.

If the results don't come, just tie up the bag and write us and we'll return every penny of your money and tell you where to send the balance. You are not out a cent in making the trial, for we will deliver through your dealer or direct, FREIGHT PAID, EAST OF THE ROCKIES, and the feed used in testing will cost you nothing. Send us your dealer's name.

Ask for particulars about our FREE TEST Plan. Write today—you can't afford to wait.

This is the Money Back Line—

PURINA MILLS,  
Dept. S, St. Louis, Mo.  
Pacific Coast orders filled by  
Acme Mills Co., Portland, Ore.  
Canadian orders by The Tillsen  
Co. Ltd., Tillsonburg, Ont.



## American Fence TALKS

American fence is a structure of hard, stiff steel wires, possessing great strength and flexibility, adjustable to uneven ground, sound, durable and guaranteed. Great improvements are continually being made over the fences of years ago. See the modern, up-to-date American fence, built of big, lateral wires, with heavy upright or stay wires hinged—the most perfect structure for a square mesh fence.

It is steel that makes possible the great modern structures, like bridges, skyscrapers, locomotives and steamships that people confidently trust. Steel for wire is specially made and becomes stronger and more durable by drawing into wire and annealing. And when thoroughly galvanized by latest improved processes and woven into American fence, makes the most substantial structure about a farm. Properly put up and treated, it is a permanent and money-making investment for many years.

We sell through dealers all over the country. In this way, the buyers interests are best looked after. Dealer then becomes your business friend and he will see that you are treated right. See him, examine different styles, get catalogue and make selection to suit your requirements. Or, write us direct and we will send catalogue and tell you where you can get the fence.

NOT EXPENSIVE—Prices range from about 17 cents a rod up, according to height, style and location of your place.

AMERICAN STEEL & WIRE CO.

Chicago New York Denver San Francisco



## American Beauty Roses

### Blooming In Your Own Yard

From May to October—For the Price of One Florist's Bouquet

If you grow them yourself—in your own garden. By our method you can easily grow them and have flowers to cut a short time after planting—at the cost of a slight expense—and a little pleasurable and healthful work.

You will need an open site—a bed dug to a depth of about eighteen inches, filled with rich loam. The flowers need to be freely cut and frequently watered—that is all—and you will have the satisfaction of growing in your own garden as fine roses as any florist can produce. Our directions are complete—yet simple—and success is sure if you have the Heller mature three year old bushes.

We grow them through the difficult time—the baby age—and deliver them to you two and three years old—ready to go ahead and grow with but slight care and live for years, producing hundreds of beautiful flowers that will give you much more pleasure than the "store" kind. With our bushes and directions you cannot fail. By the old method of planting weak little hothouse slips, results were almost always disappointing.

Our beautiful new catalog—"Over the Garden Wall"—is most valuable to amateur rose growers—it tells all about our method—gives new ideas on garden rose culture and descriptions of all the new and rare kinds of roses and carnations with directions for their culture. Send for it today. It's free.

### HELLER BROTHERS

991 S. Main Street

New Castle, Indiana

## BURPEE'S SEEDS GROW!

If you want the BEST SEEDS that can be grown, you should read **The Thirtieth Anniversary Edition of BURPEE'S FARM ANNUAL FOR 1906**, so well known as the "Leading American Seed Catalogue." It is mailed **FREE** to all. Better write **TO-DAY**.

W. ATLEE BURPEE & CO., PHILADELPHIA, PA.

Two Grand Prizes St. Louis Exposition

## Thorburn's Seeds

The only thing we give away is our incomparable descriptive priced Catalogue of Seeds full of valuable information to all interested in gardening.

J. M. THORBURN & CO.

36 CORTLANDT ST.

NEW YORK

Established 1802

## SURE HATCH!

Here's the Proof!

You can try this Incubator 60 days **FREE**. Send for our big 100-page Catalogue, select the Incubator that pleases you most and we will ship it to you freight prepaid.

Use it two months. If you don't find it all we claim, send it back at our expense. Pay nothing. Don't take anybody's "say so" about incubators when we offer you positive proof that the Sure Hatch is the best.

We take all the risk because we know. There are over 80,000 Sure Hatches in use right now. And they hatch every good egg put into them. Prices \$7.50 to \$17.50. Capacity 75 to 200 eggs to a hatch. Our big **FREE** Catalogue tells exactly why the Sure Hatch is the best. Ask for this book at once. We will forward it by return mail. It is full of facts worth dollars to every poultry raiser. There are lots of illustrations, Poultry House plans, and figures that mean more money in your pocket. It also tells the best ways to hatch, feed, raise and sell poultry. Send today.

SURE HATCH INCUBATOR CO.

Box 450, Clay Center, Neb. Dept. AX, Indianapolis, Ind.



## A Free Book About INCUBATORS

For your own sake don't buy an incubator until you read our book. It is written by the man who knows most about incubating—a man who devoted 24 years to the problem. It tells vital facts that you must know to buy wisely—facts you would not think of. It tells of Racine Incubators and Brooders, of course, but whether you buy ours or another, the facts are important. The man who writes the book made the Racine Incubator. When you learn what he knows you will want his machine, we think. The book is free—write today for it. Remember, We Pay the Freight. Address

RACINE HATCHER CO., Box 97, Racine, Wis.  
Warehouses: Buffalo, Kansas City, St. Paul.

## VICK'S GARDEN AND FLORAL GUIDE FREE

Contains many new Premium Offers. You should know about Vick's Violet King and Mikado Asters, now offered for the first time. Send ten cents and receive a packet of Vick's Branching Aster in Six Colors, and coupon good for 10 cents on purchase of \$1.00 or over from 1906 Guide. Send for the Catalogue anyway; it's free.

JAMES VICK'S SONS  
454 Main St. Rochester, N. Y.



## Investigate the Poultry Business

Write for a copy of my book which describes the profitable combinations of Egg, Broiler, and Roaster Farms

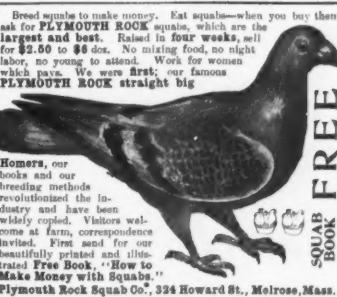
It gets the prices paid for eggs and poultry week by week for the past three years. It tells how and when a hatch taken off each week in the year could be most profitably marketed. It shows how you can make \$2.00 on a large winter roaster. It tells what profits can be made with each of the popular breeds, and the costs of production.

I have helped thousands to make money with poultry. My Model Incubators and Brooders are used on the money-making farms. It is my business to teach those who use them to do so profitably. Whether your needs are small or large, I will furnish, without charge, estimates and plans for a complete equipment that will insure success without your spending a dollar uselessly.

Send for my complete literature.

CHAS. A. CYPHERS

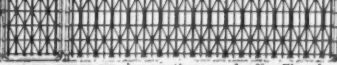
3909 HENRY STREET BUFFALO, N. Y.



Breed squabs to make money. Eat squabs—when you buy them ask for PLYMOUTH ROCK squabs, which are the largest and best. Raised in four weeks, sell for \$2.50 to \$6.00. No mixing food, no night labor, no young to attend. Work for women which pays. We were first; our famous PLYMOUTH ROCK straight big

Homers, our books and our breeding methods revolutionized the industry and have been widely copied. Visitors welcome at farm, correspondence invited. First send for our beautifully printed and illustrated Free Book, "How to Make Money with Squabs."

Plymouth Rock Squab Co., 324 Howard St., Melrose, Mass.



**LAWN FENCE** cheaper than wood. For Churches, Cemeteries, Lawns, Cemeteries; Galvanized Barb and plain wire direct to consumers. Catalogue Free. **WARD FENCE CO.**, 87 Meridian St., Portland, Ind.

## For the Protection and Adornment of Lawns, Schools, Parks, Cemeteries, Cemetery Lots and public and private places generally, no fence can compare with the Hartman Steel Picket Fence



for beauty and durability. The first fence we made was put up sixteen years ago and is in as good condition now as the day it was erected. The Hartman Fence protects and adorns a lawn without concealing it. It can be erected upon uneven as well as level surfaces—on stone walls or wooden bases as well as in the ground. No mechanical skill is required to erect it. All first-class dealers handle the Hartman Steel Picket Fence. If yours doesn't, write for illustrated catalogue and prices to

GLEN MFG. CO., 154 Mill St., Ellwood City, Pa.



SPECIAL

## Flower Seed Offer

To get our Spring Catalogue to as many flower lovers as possible, we will send **Three Large Packages** of seeds with the catalogue if you will send us your name and address, with 10 cents for packing and mailing.

We will send enough Firebrand Salvia seed (Scarlet Sage) for two beds, enough Great Double Spike Hollyhock for both sides of the fence, and a Large Packet of Rainbow Mixture Sweet Peas. The Salvia shows its dazzling, scarlet color early in the summer and lasts till frost. The Hollyhocks are the grand, old-fashioned summer flowering kind, rich in tone and variety. The Sweet Peas are the newest shades and show perfect galaxy of color. This is an offer you cannot duplicate anywhere. Our catalogue contains the largest assortment of seeds, is beautifully illustrated, and contains much information for flower growers.

WILLIAM ELLIOTT & SONS  
Established 60 Years 213 Fulton St., New York



## The Wooden Hen

and 200 eggs will start you in a pleasing and profitable business raising poultry. Hundreds of men and women make good money raising chicks for early market. Why not you? Write for free catalogue.

\$12.80

GEO. H. STAHL, Quincy, Ill.



## LEARN POULTRY CULTURE

We can teach you thoroughly, successfully. Our original, personal correspondence course of instruction is interesting, practical, costs but little. A safe guide to beginners, invaluable to old poultry raisers. We teach you how to make any plot of ground, large or small, pay a dividend of from 25 to 50 per cent on the investment. Individual attention given each student. Write for free booklet telling how to make poultry pay.

COLUMBIA SCHOOL OF POULTRY CULTURE  
167 Harvey Road, Waterville, N. Y.

\$12.75 FREIGHT PAID

East of Rockies

This 230 Egg Incubator

The Royal

The world's

simplest, surest hatcher. Automatic in action; perfect results.

Incubator and supply catalog FREE TRIAL

free. Booklet "Care and Feeding of Chicks" 10c. 50 cent poultry paper 1 year 10 cents.

ROYAL INCUBATOR CO., Drawer 314, Des Moines, Iowa



## POULTRY PAYS

If You Know How. Don't try to manage chickens without Poultry Herald, the best printed, best edited, and best illustrated monthly poultry journal in America—seventeenth year. 10c pays for a trial year's subscription and the Poultry Manual, a profusely illustrated, 168 page book, by Frank L. Sewell, world's foremost poultry artist, and Ida E. Tilden, covering—breeds, feeds, coops, houses, diseases and remedies; most free for a short time to introduce Poultry Herald in new territory. Sample copy free. Address

WEBB PUBLISHING CO., St. Paul, Minn.

## Automobile Knowledge means Money in Your Pocket

We are the only school that provides complete, practical, money-earning and money-saving training by mail in operating, repairing, constructing, and designing every kind of motor vehicle and motor boat.

We have special courses for owners, shop and factory employees, chauffeurs, motor-boat and motorcycle users, and others.

There are only two ways of learning anything. One is slowly and tediously to gain the experience yourself; the other (and better) way is to take advantage of the experience of others.

Though we offer you the long, hard-learned, thorough experience of experts who have done prominent work in the development of the new vehicle, we offer this experience in such form that to teach it to you will take only a few minutes and cost only a few cents each day—the few minutes and the few cents that you ordinarily waste.

Our instruction has been prepared and is conducted by well-known men, of long experience and proved ability both in automobile engineering and correspondence instruction. It is strongly endorsed by prominent manufacturers, club and association officials, racing men, trade-paper editors, and others whose standing in the automobile field lends authority to what they say.

In the automobile industry, the demand for competent men is so great that ability, no matter how acquired, is considered above "pull" and length of service. This makes it easy for an ambitious man to qualify quickly for good wages and prompt advancement.

For further information, send us your name on the accompanying coupon. This will cost you only a moment of time and a postage stamp, which will be well spent for interesting and convincing literature.

**FILL OUT TEAR OFF MAIL TO-DAY**

The Correspondence School of Automobile Engineering  
Suite 665, Flatiron Building, New York City

Please send to my address by return mail, free circular giving full particulars of the correspondence courses, including free lesson, and "Dictionary of Motor Terms."

Name \_\_\_\_\_

Street and No. \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Or write for circular without sending coupon



25¢  
Try this talcum powder. You'll be delighted with it. It's something entirely different from the average production—something that every woman of refinement will take a pleasure in using.

Rexall Violet Talcum Powder is manufactured by the very latest process which thoroughly purifies all ingredients and grinds to an impalpable dust—finer than any powder has ever been ground before.

### Rexall VIOLET TALCUM POWDER

(Antiseptic)  
**25 Cents**

Put up in large cans with patent sifting-top that opens and closes without using the finger nails. Sold by Rexall druggists—agents in 1,000 cities. If not procurable in your locality send 25 cents for full sized box by mail prepaid.

UNITED DRUG CO.  
46 Leon St.  
Boston, Mass.



## \$ \$ \$ IN COMMERCIAL ART

Young men and women who are properly equipped with a practical knowledge of commercial art find no difficulty in securing positions which pay well from the start.

### If You Have Average Ability I Can Teach You Drawing

My long and successful experience as artist and art-editor enables me to plan a course of lessons which are so arranged that by correspondence I can give a limited number of pupils

**A FULL YEAR'S ART INSTRUCTION FOR \$30.00**

Each pupil receives my own personal attention, and his work is made individual to suit his particular needs. Write for my illustrated book, "A NEW DOOR TO SUCCESS," which gives full particulars of my course. Write now, even if you do not contemplate taking up the work at once, as I shall accept only a limited number of pupils at any one time. Address:

GRANT HAMILTON STUDIO OF PICTORIAL ART  
Suite 710, Flatiron Building, New York City

## A Safe Investment

A SAVINGS ACCOUNT  
WITH THIS BANK AT

### 4% Compound Interest

is an ideal form of investment for the reason that your principal is always available and cannot depreciate in value. Send for booklet "F" explaining our system of "Banking by Mail."

**THE CITIZENS SAVINGS AND TRUST CO.** CLEVELAND, O.

The Oldest and Largest Trust Company in Ohio

CAPITAL AND SURPLUS \$6,000,000.00  
RESOURCES OVER \$42,000,000.00

## This Book FREE



Write for this Today

Tells how to preserve the natural beauty of the hair—how to regain this beauty if it has been lost, and how any woman may acquire it. 48 pp., including list of latest styles of switches, wigs and every kind of hair goods at lowest prices. We send goods on approval—pay if satisfied. Write today for the Free Book; it is compiled from the best known authorities.

**PARIS FASHION CO.**  
Dept. 62  
209 State St., Chicago

48 pp. Illustrated  
Largest mail order hair merchants in the world.

## Which Floor Do You Prefer?

If the one to the right let us tell you how easily it is done in thousands of homes by the use of

### GRIPPIN'S FLOOR CRACK FILLER and FINISHES

Our improved method of finishing all floors. Sanitary, simple and inexpensive. Skilled labor is not necessary.

BEFORE TREATMENT



Write NOW for descriptive matter to  
**GRIPPIN MFG. CO., Dept. 12**  
NEWARK, NEW YORK STATE

AFTER TREATMENT



## WRITERS-ARTISTS

Do you have difficulty in selling your work? We sell stories, poems, jokes, illustrations, photos, designs, etc., on commission. We make no charge for instruction or criticism and pay promptly for salable matter. Send four cents postage, mentioning in what line you are interested and we will mail our booklet "Cash Returns." It tells how we can effect quick sales and get better prices for you.

The Burrell Syndicate, 758 Gramercy Building, New York

## ARITHMETIC

**SELF-TAUGHT**  
Do not despair because through neglect you have forgotten what you once learned about Arithmetic.

PROF. SPANGENBERG'S  
NEW METHOD requires no teacher.  
257 pages; sent prepaid on receipt of 60c. in stamps. But look over prospectus.  
**GEO. A. SELLER BOOK CO.**  
23 South 4th St. St. Louis, Mo.  
Est. 1870. Agents Wanted Everywhere

SPANGENBERG'S  
PRACTICAL  
ARITHMETIC  
Self Taught

## LEARN SCIENTIFIC BUSINESS LETTER-WRITING

We will teach you by mail to write the kind of letters that build up business to tremendous proportions; commands high salary. We will criticize your letter of inquiry, free, if you write for our large prospectus.

**PAGE-DAVIS SCHOOL**  
67 BUSINESS-LETTER WRITING  
31 Wabash Ave., CHICAGO, ILL.



### EVERYTHING

you require in the way of Tambour, Bones, Burnt Cork, Gags, Jokes, Wigs, etc., etc.

### FOR AMATEUR MINSTRELSY

in our catalog No. 2. Illustrated. You can have it for a postal. Write for it to-day, POSTPAID

### THE CREST TRADING CO.

234 Winmark Bldg., New York

**FREE**

## THE IMPENDING COAL STRIKE

(Continued from page 28)

icipating trouble, have stored several million tons of anthracite coal. Up on the Great Lakes a few bituminous coal companies have stored several million tons of bituminous coal. The railroads, always playing safe, have a few million tons laid aside. These figures, dealing with millions of tons, give the impression that there is plenty of coal on hand to meet any ordinary emergency. However, few realize that the consumption is a million tons a day. An incredibly scant percentage of the people realize that if there was some power that could and did shut up all of the coal mines of the country, within ten days hundreds of thousands of factories would come to a standstill.

There is an organization that has the power to close practically all of the mines in the country. It is the United Mine Workers of America, the big John Mitchell union of coal miners. It has 450,000 members who mine over eighty per cent of the coal of the country. It is stronger than its own membership, for it, and the workings of human nature, can call out of the mines 150,000 non-union miners in event of a general strike. This organization has in its national, district, sub-district, and local union treasuries over \$2,600,000 in hard cash at this time. It has just taken steps to increase this fund of ready cash to \$5,000,000 by the first day of April. Great in power, in finances, and in numerical strength, this organization is strongest in generalship, having at its head John Mitchell, who is supported by T. L. Lewis, international vice-president, and W. B. Wilson, international secretary-treasurer. They were all weighed in the balance, during the anthracite strike, with favorable result.

This organization of strength has declared that on April 1, at the expiration of the two-year working contracts in the bituminous districts, and the expiration in the anthracite fields of the three-year award of President Roosevelt's anthracite strike commission, there shall be a national cessation of coal mining unless the miners are given satisfactory contracts in all of the mining districts. This does not mean that the bituminous miners may sign a new contract and keep at work while the anthracite men are unable to obtain satisfactory adjustment of their demands; it does not mean that the anthracite miners, having obtained satisfactory settlement, may go to work while the bituminous miners are unable to obtain satisfactory terms for a contract. It means, according to the official declaration of the miners, in national convention in Indianapolis on February 1, that "no contract shall be signed in any district until we all get a settlement or all go down in defeat together." This declaration, which the thirteen hundred delegates to the Indianapolis convention fully understood and called their "war resolution" in adopting it, was made immediately following the disruption of the joint-conference relationship that had existed for eight years between the bituminous coal operators and miners. The operators had offered the miners the present agreement and scale for another period of one year, and they stood on that offer as their ultimatum. The miners who, two years ago, being convinced that the condition of the industrial markets was suffering a depression, accepted a 5.55 per cent wage reduction by their own referendum vote, refused to accept any agreement that did not carry with it a substantial increase in wages—a restoration of the 5.55 per cent that they had granted the operators. President John Mitchell in delivering the miners' ultimatum declared:

"Two years ago, believing then that the conditions of the country and markets warranted it, the miners accepted a 5.55 per cent reduction in wages by their own referendum vote. Since then industrial conditions have changed. The country is enjoying unprecedented industrial prosperity, and the coal trade papers join in the predictions that the outlook is bright. Every factory is running, every industry is operating, every railroad is busy; never was more coal being used. Having accepted a reduction when we thought the conditions of the country warranted it, we now should have a substantial increase when the conditions of the country do warrant it."

After a week in this deadlock, the joint relations between the bituminous operators and miners by which they have, during a period of eight years, made their contracts in joint conference, were severed, the operators leaving the hall and going to their homes.

With the bituminous operators and miners thoroughly incensed and bitter and lined up for battle to the end, the outlook for obtaining a settlement in all districts does not look bright. The attitude of the anthracite operators three years ago is still remembered. Those same miners and same operators will have to come to terms satisfactory to both, and the bituminous miners and operators will have to effect an agreement, and both will have to be ready to sign agreements at the same time, or the mines will be closed on April 1, with the industry-paralyzing effects already outlined. It is expected that President Roosevelt will throw himself into the breach and try to avert a national calamity, such as the proposed strike would bring on. His activity in the anthracite strike three years ago indicates that he would be warranted in taking this bull by the horns before it gets to running wild, for a strike, such as the miners have outlined and are collecting funds to engage in, would make the anthracite affair appear, in comparison, a tame travesty on industrial warfare. The anthracite strike did not strike at industries as this one would, because it is, after all, the bituminous coal that makes the steam of the country and turns the wheels. The ninety per cent of the people that consume ten per cent of the coal run largely to anthracite.

F. L. Robbins of Pittsburg in the great bituminous struggle will be the leader of the bituminous coal operators, as Baer was and is the leader of the anthracite coal operators. Robbins is the president of the Pittsburg Coal Company, which, with its several subsidiary companies, is said to be the largest coal mining concern in the world. Unlike Baer, F. L. Robbins is held in esteem by the miners, though he leads the opposition forces and fights with the strongest of arguments and bitterness of denunciations. He assumes no God-bestowed robes or Heaven-bestowed guardianship of coal lands. "Business" is the foundation of his fighting. The miners say that he has been fair with them in the past, though a hard bargainer for their labor. Even though the fight between the bituminous coal operators and miners becomes as long drawn out and as bitter as that between the anthracite coal operators and miners three years ago, the indications are that there will be a great deal of personal friendship between the different sides, and that, as in the past, when occasion may require, the miners and operators will meet on an equal basis to discuss points that may be raised. Many people are of the opinion that Baer's attitude to the miners and the public during the anthracite strike was the straw that broke the camel's back in favor of the miners. In Robbins the miners will not have any such advantage as Baer proved to be, as Robbins is as great an adept as John Mitchell in playing for public approval and support.

Though by April 1 the miners may have \$3,000,000 in their national treasury and \$2,000,000 more in their district treasuries, they can not expect to win a long-drawn-out struggle without public support, and Robbins will make a fight for that support for the operators. With public approval the miners have never lost a strike; without it they have never won one. It is the talisman that brings victory to the side that obtains it.

For Convenience

always have a supply of Borden's Eagle Brand Condensed Milk on hand. Suitable for all household purposes. For puddings, cakes and all kinds of desserts. Send for Recipe Book, 108 Hudson Street, New York.—Advt.

Legal Notice to Users of Cash-Registers

Users of cash registers will take notice that the undersigned are the owners of Letters Patent Numbers 805,224, 810,376 and 810,377, under which, with other patents, the Hallwood Cash Registers are manufactured and sold, and we are advised by our patent attorneys and experts that these patents are infringed by registers manufactured by the National Cash Register Company, including especially all multiple adding key lever machines (commonly designated as the double 35 type), and all crank-operated machines. As users of infringing devices are equally liable with the manufacturer, they are accordingly notified that the continued use of such registers will render them liable to suits for injunction and damages.

THE INTERNATIONAL REGISTER CO., Columbus, Ohio, Jan. 20, 1906.—Advt.





COLUMBIA MARK XLVII

# Columbia

construction for 1906 far surpasses the best work previously put into any motor cars, American or European. We tell all about it in our special illustrated booklets, "Columbia Chrome Nickel Steel," "Fashioning a Crank Shaft," "Transmission, Etc." and "Consistent Differences." Each of these booklets will be found intensely interesting by all who follow the latest advances in automobile building. Mailed on application.

The new Columbia Gasoline Models are:

**MARK XLIV-2** 18 h. p.; two opposed cylinders; shaft drive; seats five persons. Price - \$1,750

**MARK XLVI** 24-28 h. p.; four vertical cylinders; shaft drive; seats five. Price, Standard \$3,000  
Limousine - - - \$4,000

**MARK XLVII** 40-45 h. p.; four vertical cylinders; double chain drive; seats five, with extra drop seats for two. Prices, Standard \$4,500

With Victoria, Limousine or Landaulet  
Body - - - - \$5,000 to \$5,500

Separate Catalogues of Columbia Gasoline Cars, Columbia Electric Carriages and Columbia Electric Commercial Vehicles will be sent on request

**ELECTRIC VEHICLE COMPANY HARTFORD, CONN.**

New York Branch: 134-136 West 39th St. Chicago Branch: 1332-1334 Michigan Ave. Boston, Columbia Motor Vehicle Co., 74-76-78 Stanhope St. Philadelphia: Pennsylvania Electric Vehicle Co., 250 North Broad St. Washington: Washington E. V. Transportation Co., 15th St. and Ohio Ave. Paris: A. Bianchi, 29 Ave. de la Grande Armée.

Member Association of Licensed Auto. Mfrs.

## This Train Runs Over Salt Water

To cut two hours off the trip to California, tracks have been laid across Great Salt Lake,—on strong piling, of course. That's one reason why the

**Union Pacific**  
and  
**Southern Pacific**

Overland Limited is three meals shorter to San Francisco, via Omaha, than any other way. Just save this time and money on your trip to

## California

There's pleasure and profit in a trip to California—either or both.

Everyone should know about it. For full information inquire of

**E. L. LOMAX, G. P. A.**  
Omaha, Neb.

## This Tinted Bulgarian Cloth Centerpiece Free

With Purchase Richardson's Embroidery Silks.

We will send you postpaid, our Special Centerpiece Embroidery Outfit, containing  
**One 22-inch Bulgarian Art Cloth Centerpiece, Tinted in Colors.**  
**Six Skeins Richardson's Grand Prize Wash Embroidery Silk.**  
**One Diagram Lesson—every stitch numbered—showing exactly how to work design.**

If you will send us 24 cents to cover cost of silk. We give you the Centerpiece and Diagram Lesson Free. This Centerpiece is the rare and popular Bulgarian Art Cloth—especially imported by us. Your choice of three new designs, Carnation, American Beauty Rose or Violet.

We make this offer because we want you to use Richardson's Silk and know for yourself that it is the best in the world.

Send us 12 two-cent stamps, or 24 cents currency, today—mention design wanted and get six skeins silk. Free Bulgarian Art Cloth Centerpiece and Diagram Lesson. Do it now.

Address envelope to  
**Richardson Silk Co., Dept. 140, 220-224 Adams St., Chicago.**



16-20 H. P. Touring Car, \$1450

Because the Maxwell was built on the firm foundation of **experience** and **common sense**. It was **proved** first and sold **afterwards**.

Because it is **capable**: covering ground with capacity, safety and surety.

Because it is **simple**: obviating the necessity for expert attendance.

Because it is **reliable**: with an ability to travel over any kind of road in any kind of weather.

Because it is **durable**: with the power to resist daily wear and tear, that insures long life and usefulness.

Because it is **accessible**: permitting easy inspection and ready adjustment of all primary parts.

Because it is **economical**: with a lowest possible first cost and smallest possible cost for maintenance.

These are **facts**, not promises.

Each claim is backed by the actual, everyday records of Maxwell cars that were sold last year and are now in use.

Every buyer of a Maxwell is a Maxwell enthusiast, and **references** are yours for the asking.

Multiple Disc. Clutch. Three Point Suspension of Motor and Transmission (Unit) Metal Body, No Noise, No Vibration

SEND FOR CATALOGUE

**Maxwell-Briscoe Motor Co.**

TARRYTOWN, N. Y.

Member of American Motor Car Mfrs. Association

**BRANCHES:**  
MAXWELL-BRISCOE, INCORPORATED - New York, N. Y.  
MAXWELL-BRISCOE-CHASE COMPANY - Chicago, Ill.  
FISHER AUTOMOBILE COMPANY - Indianapolis, Ind.  
MORRISON TYLER MOTOR COMPANY - Boston, Mass.  
MAXWELL-BRISCOE-McLEOD COMPANY - Detroit, Mich.  
RICHARD IRWIN & COMPANY - Foreign Representatives



10 H. P. Tourabout, \$780

**H&R REVOLVER**  
"The reliable kind."  
Absolutely SAFE. Sold by leading dealers everywhere. Write for catalog.  
**Harrington & Richardson Arms Co.**  
347 Park Ave., Worcester, Mass.

**THE BARKER VIBRATOR**  
"It's Great!"  
A delightful feeling of exhilaration follows its use. A beautiful, convenient and effective instrument adapted to innumerable home and professional uses.  
It invigorates the entire system, banishes muscular soreness, tones the nerves, stimulates the scalp and beautifies the complexion. Your physician will endorse it.  
Sold on Easy Terms. Send for our free book.  
**JAMES BARKER**  
607-640 Cayuga St. PHILA.  
HIGHEST AWARD WORLD'S FAIR ST. LOUIS

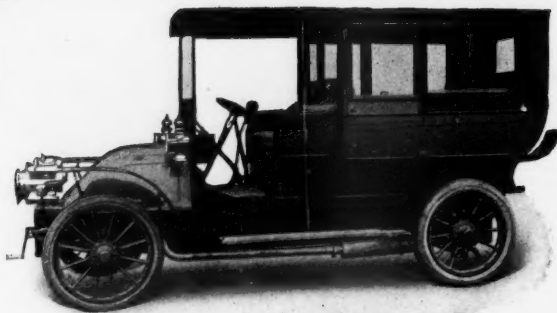
**This advertisement concerns every possible buyer of an Automobile**

If you are one of these it is vitally important that you should know of the new depot of the Decauville Automobile Company

**1st**—Because here is gathered together an assortment of motor-cars giving the widest range of choice and price to be found in any automobile depot in the world. We carry no less than five different lines of imported and American cars—each line selected to meet a distinct requirement of the buying public.

**2d**—Because this enormous new depot, with its 61,000 square feet of floor space—nearly a city block—and its remarkable equipment, is fitted to provide for every detail of the convenience of each patron **after** he or she has purchased and is using a car. Storage, lockers, parts, repairs, supplies—everything is provided for on a scale to give the finest service of any automobile establishment in the world.

**3d**—Because the Decauville Automobile Company has built up an organization of power and permanency. It has become one of the big units in the commercial system of the city and country. It is responsible and reliable. Every purchaser of one of its cars is definitely assured that he is buying from a concern that will be in business, at the same address, next year and the year after, and every year for the next half-century. The advice, the service, and the guarantee of such a Company **mean** something.



**C. G. V.** (Charron, Girardot & Voigt)  
The leading car of France. The car of unsurpassed engineering excellence

**Repair parts for all cars are constantly in stock**

*Broadway at  
Fifty-sixth Street*



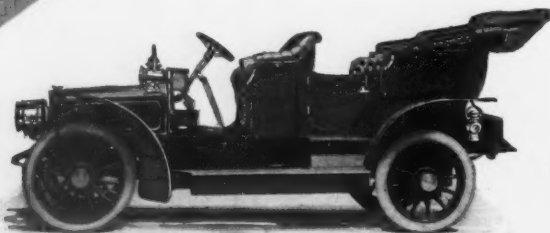
Our five cars for 1906 cover the entire range of high-class demand. "That Decauville," the famous C. G. V., the English Daimler, the Franklin, and Babcock Electrics—each car a leader in its class—are all to be seen in our salesrooms.

The chassis of any of these will be fitted with any desired type or style of body, built by leading French and American makers.

*Decauville  
Automobile Co.*

**We are Licensed Importers under Selden Patent**

We are agents for parts and accessories of every sort, including the famous Dac supplies and the incomparable Gaulois Tire—now recognized as the leading tire for motor vehicles. Our repair department is so large and so carefully equipped that we can turn out the most expert work in the shortest possible time



**"That Decauville Car"**

Built by the Societe Decauville, one of the leading engineering firms of France



**English Daimler**

The leading car of Great Britain; by appointment to H. M. the King and H. R. H. the Prince of Wales

**DECAUVILLE AUTOMOBILE COMPANY, of New York**  
Broadway at Fifty-Sixth Street

MEMBERS A. L. A. M.